

FIG. 1A

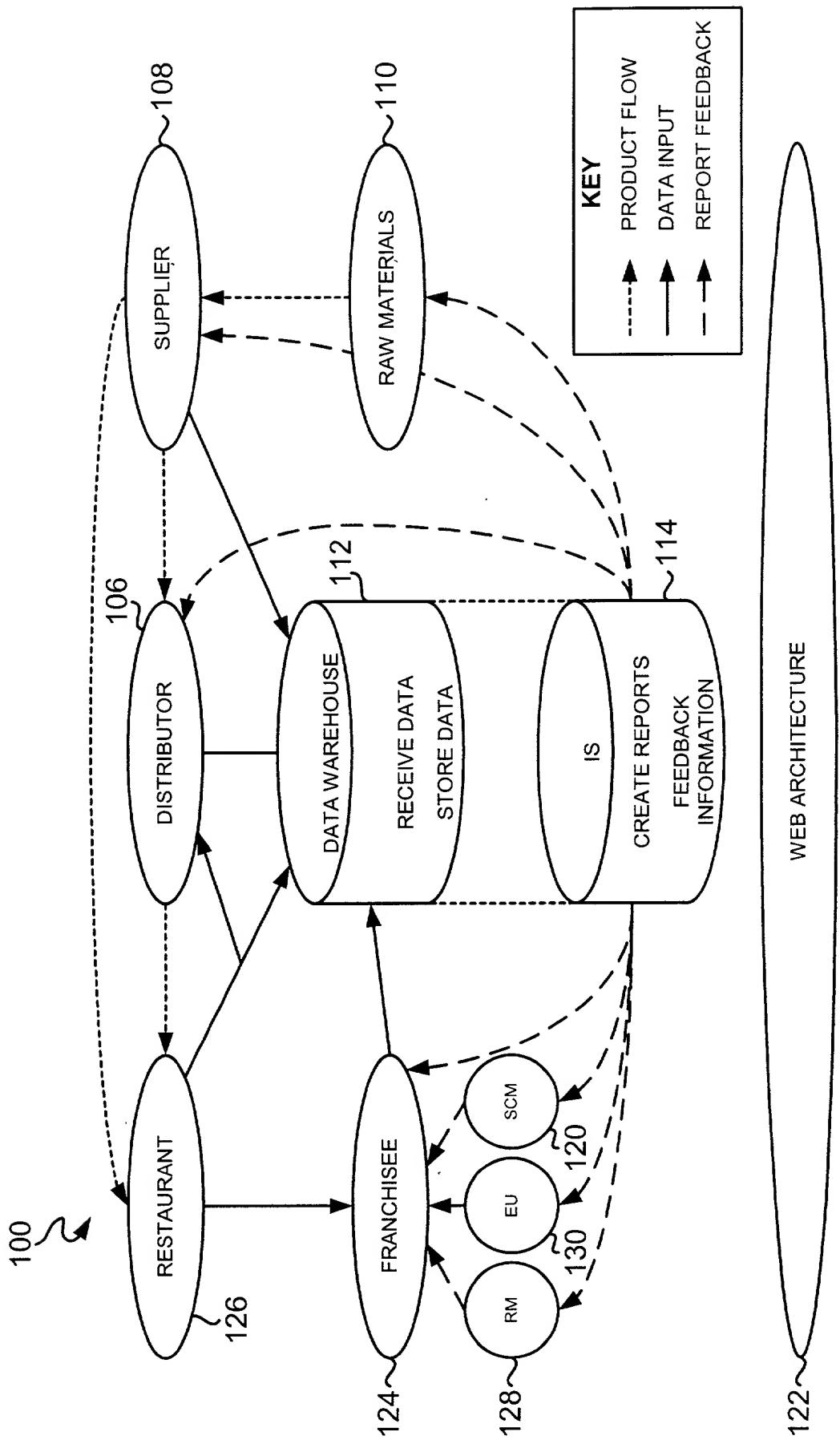


FIG. 1B

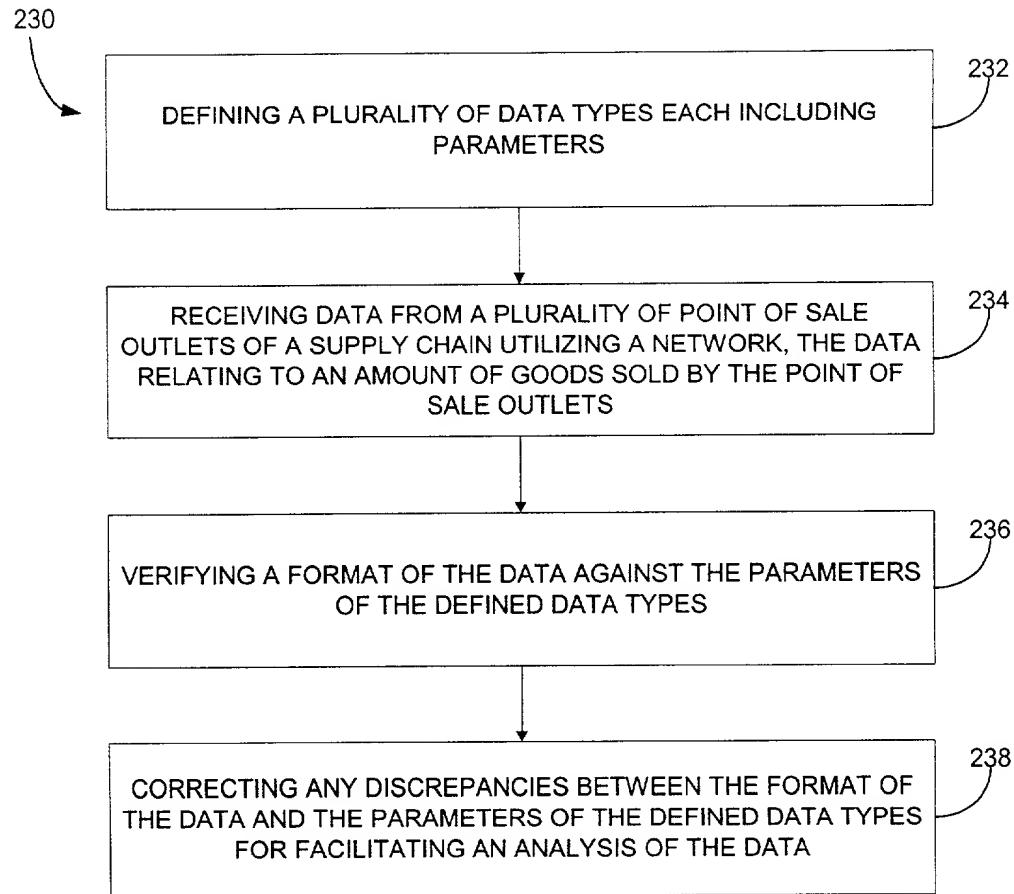


FIG. 2

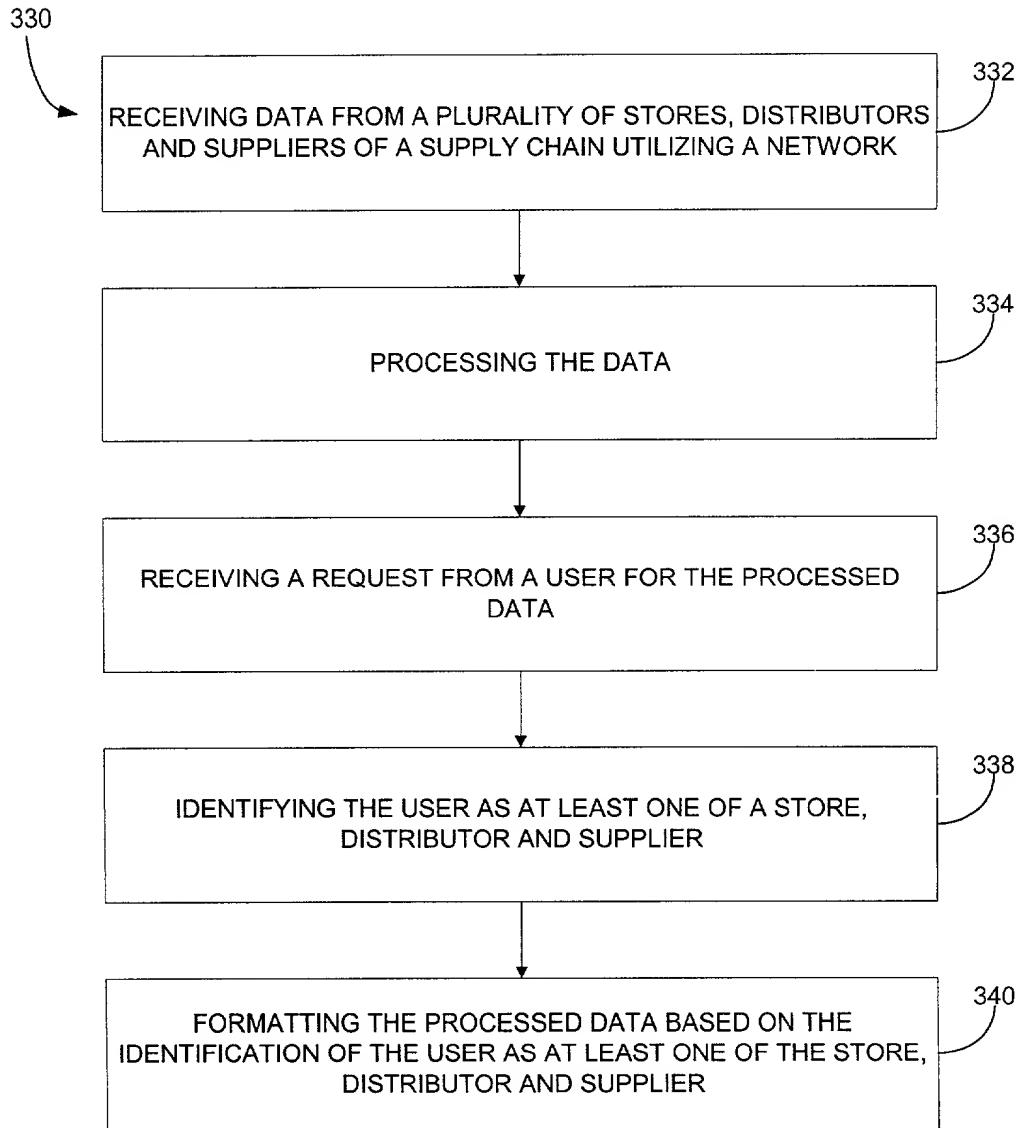


FIG. 3

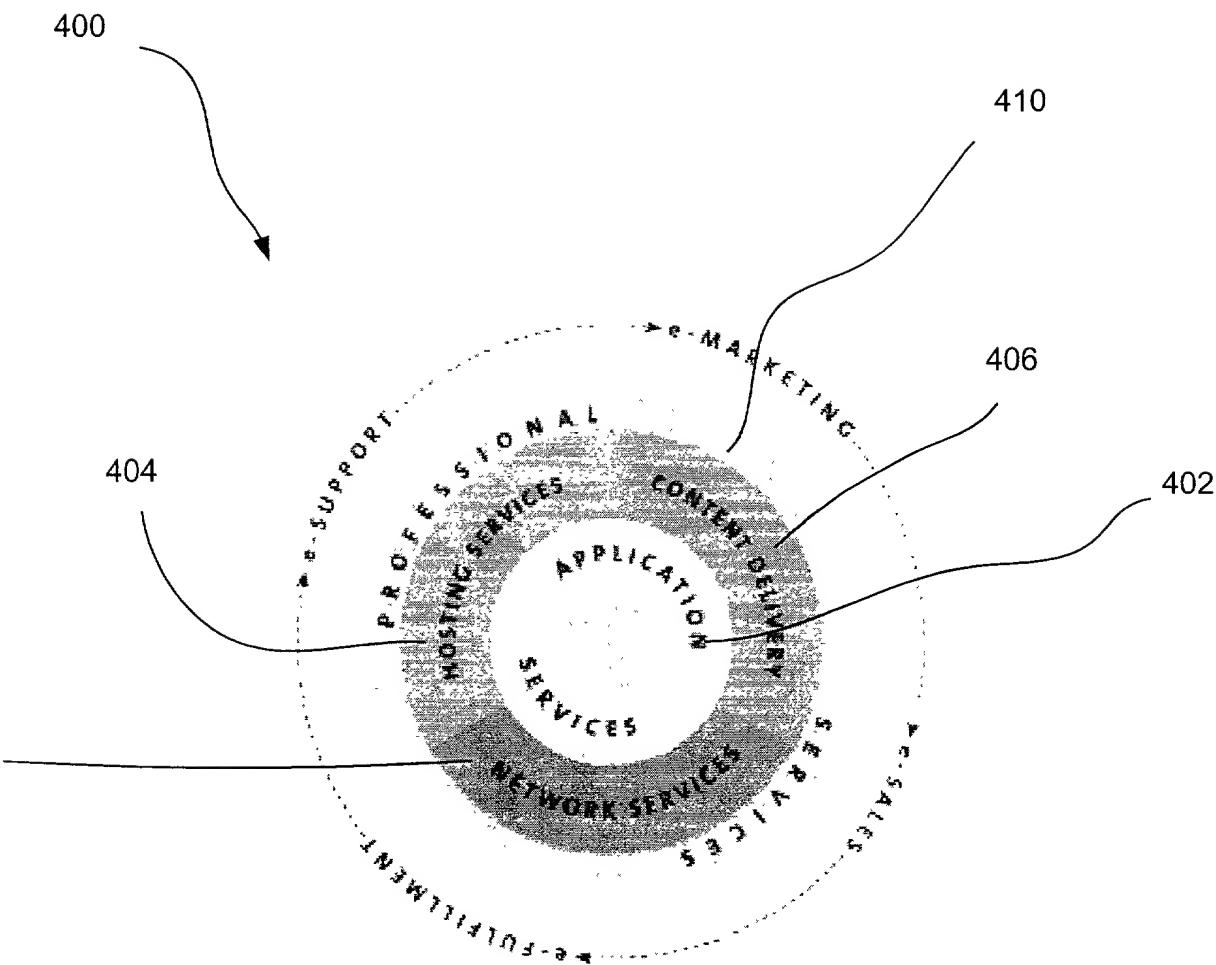


Fig. 4

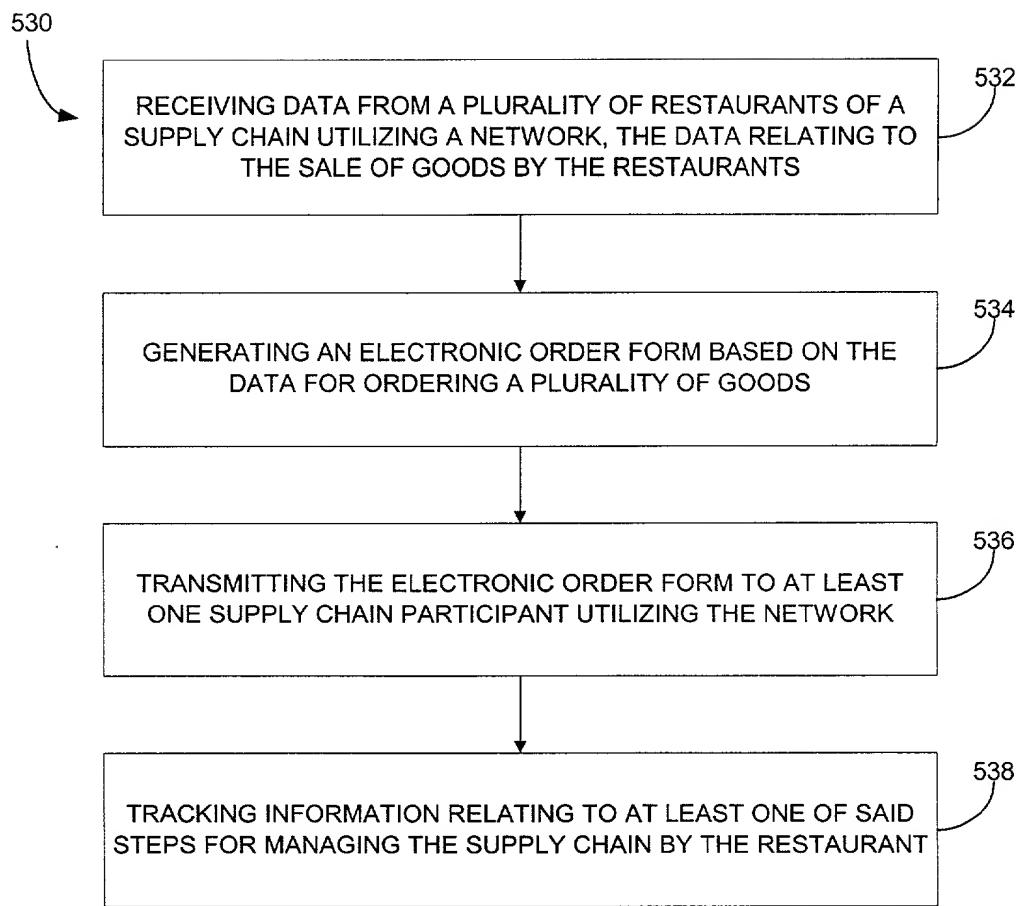


FIG. 5

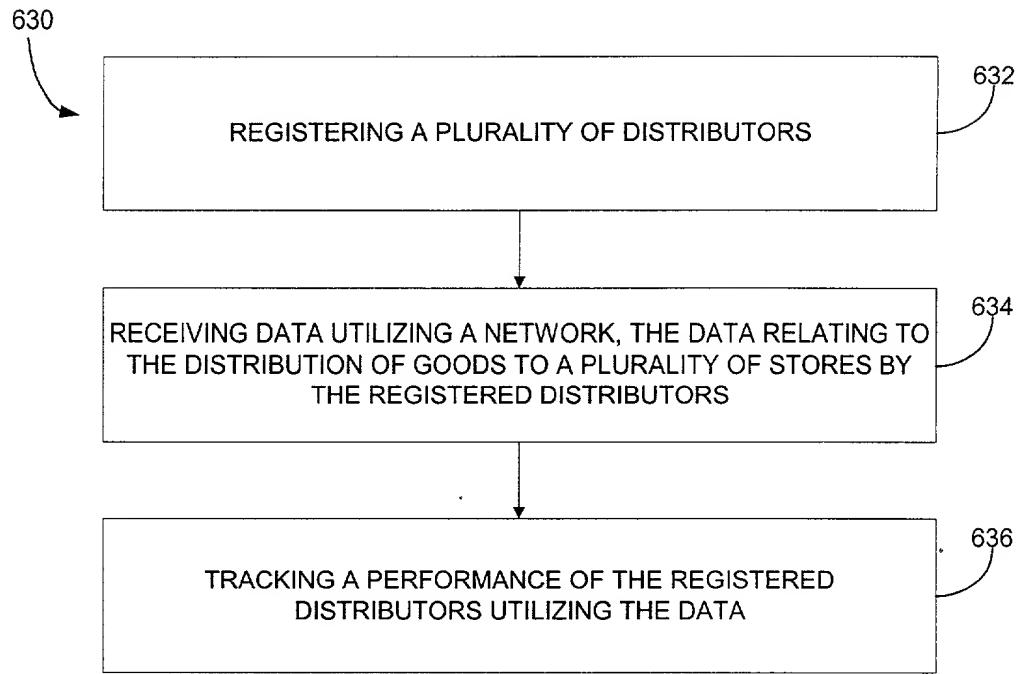


FIG. 6

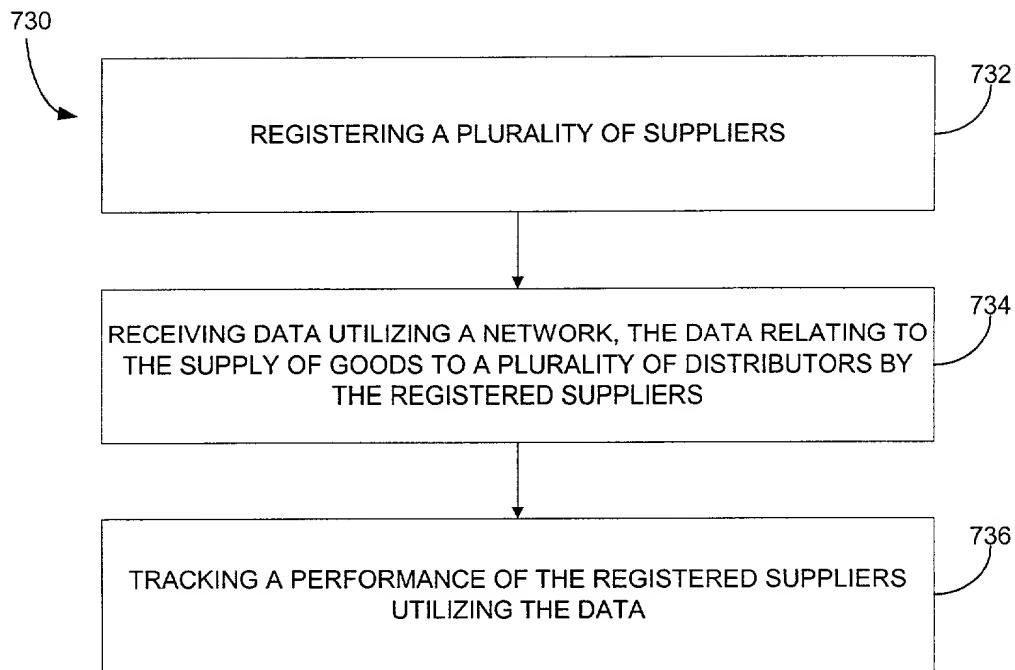


FIG. 7

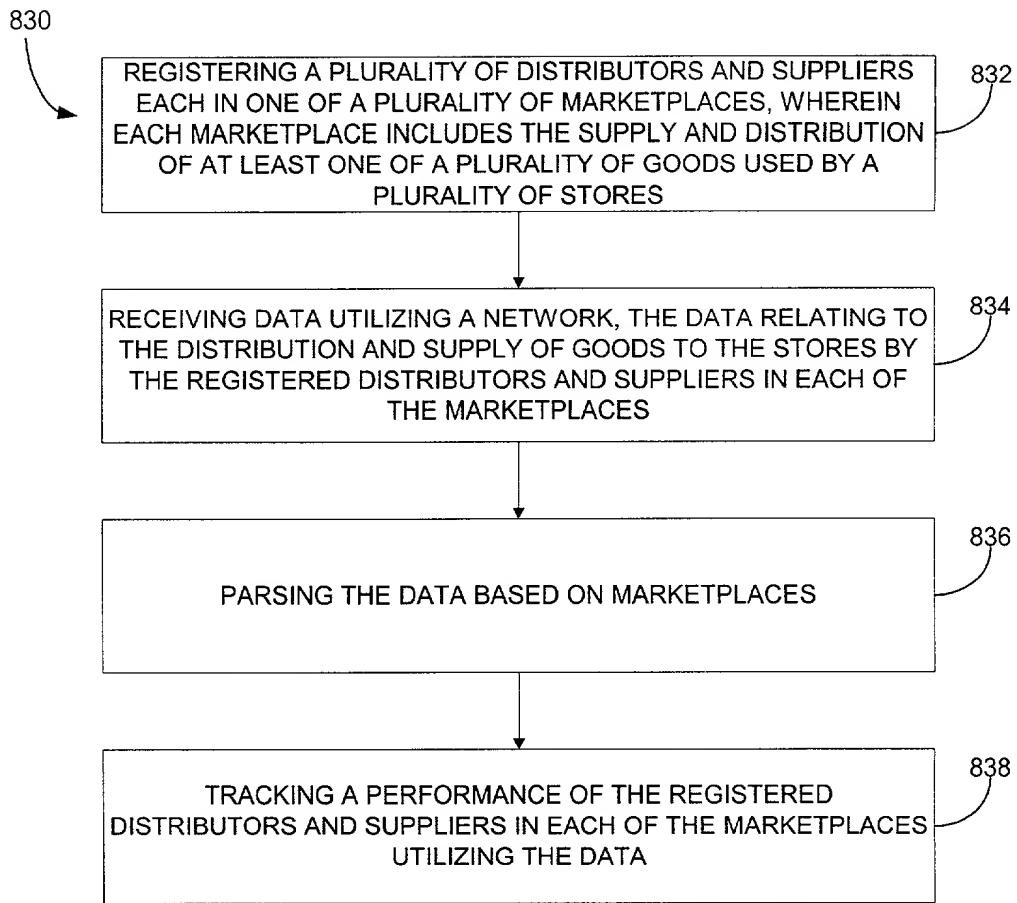


FIG. 8

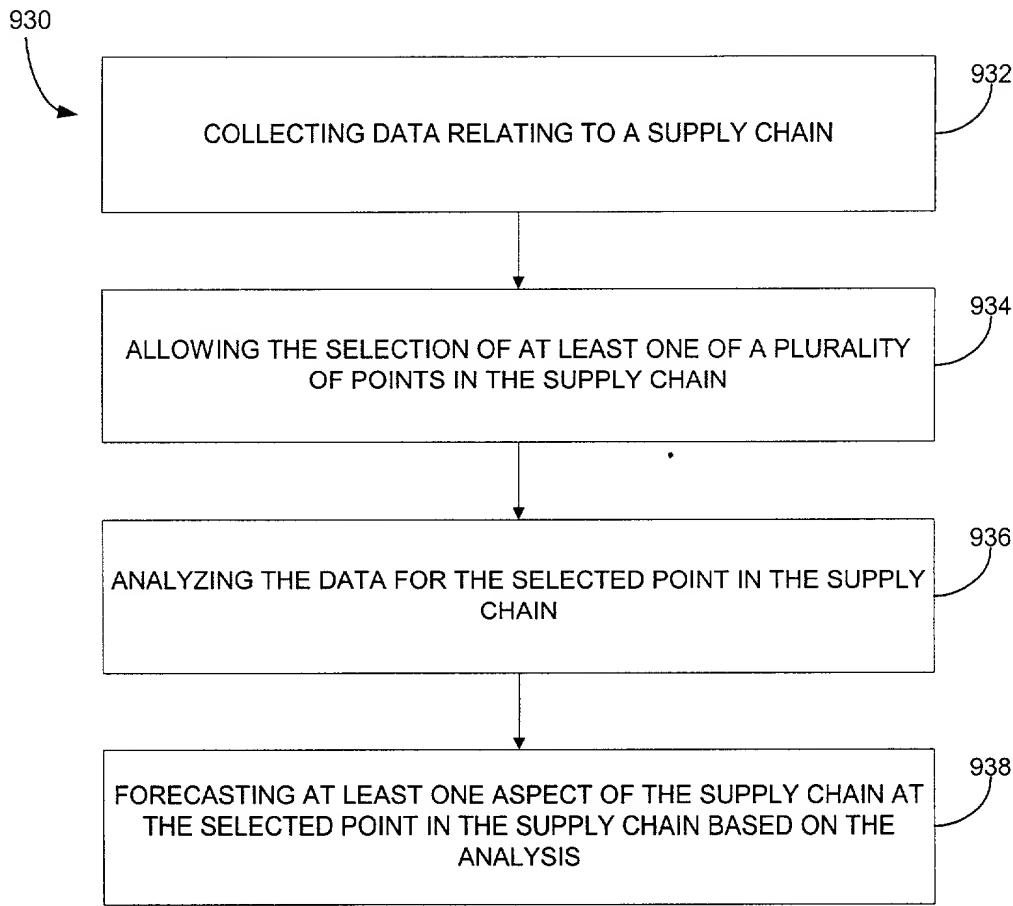


FIG. 9

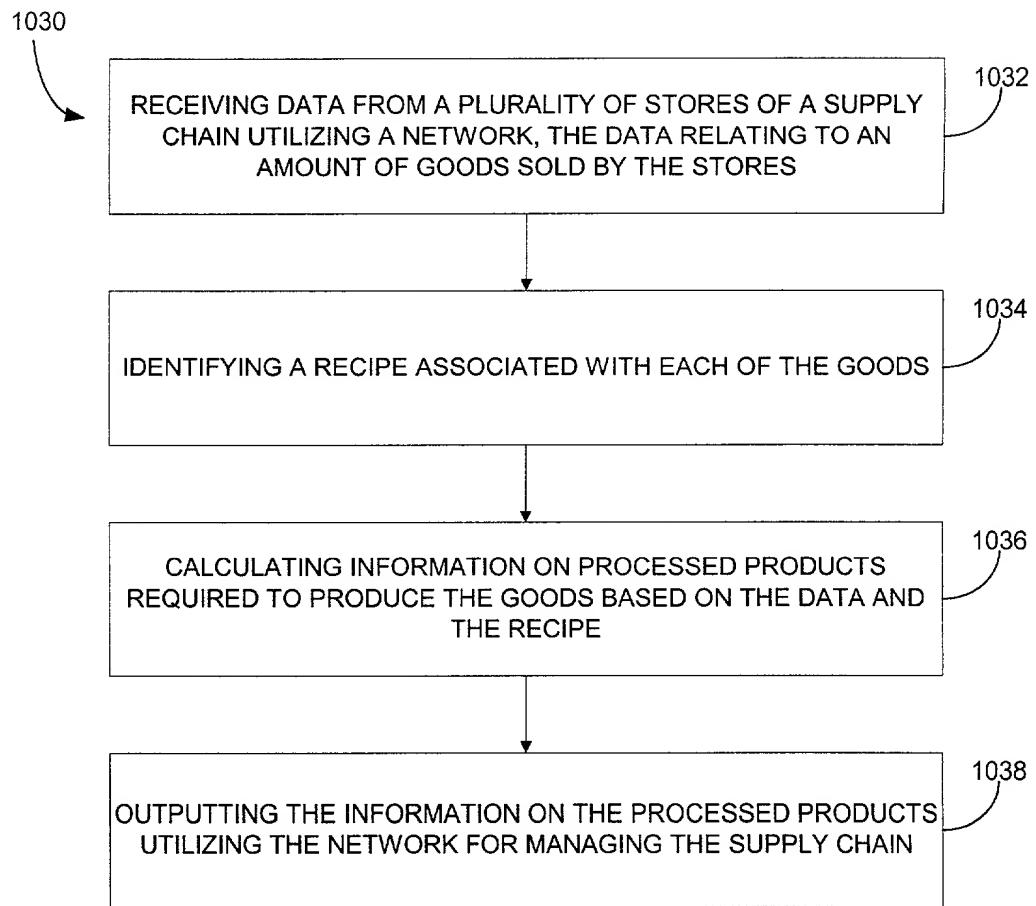


FIG. 10

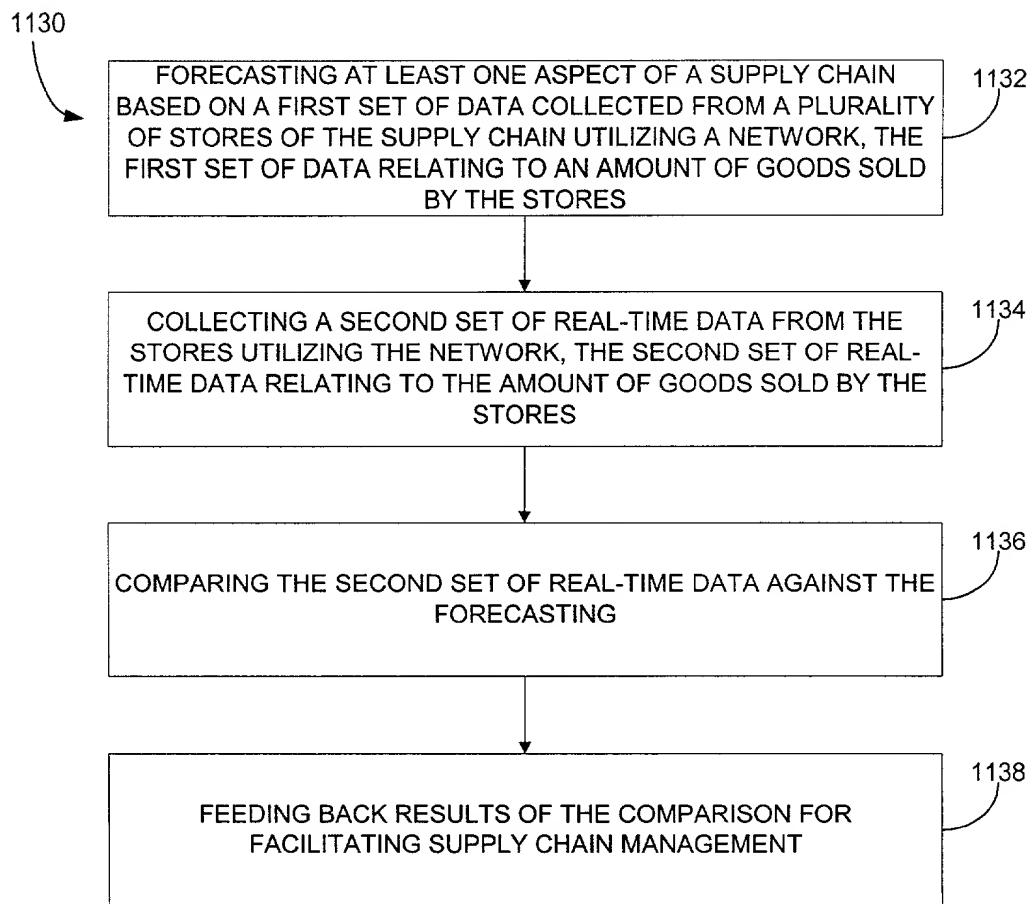


FIG. 11

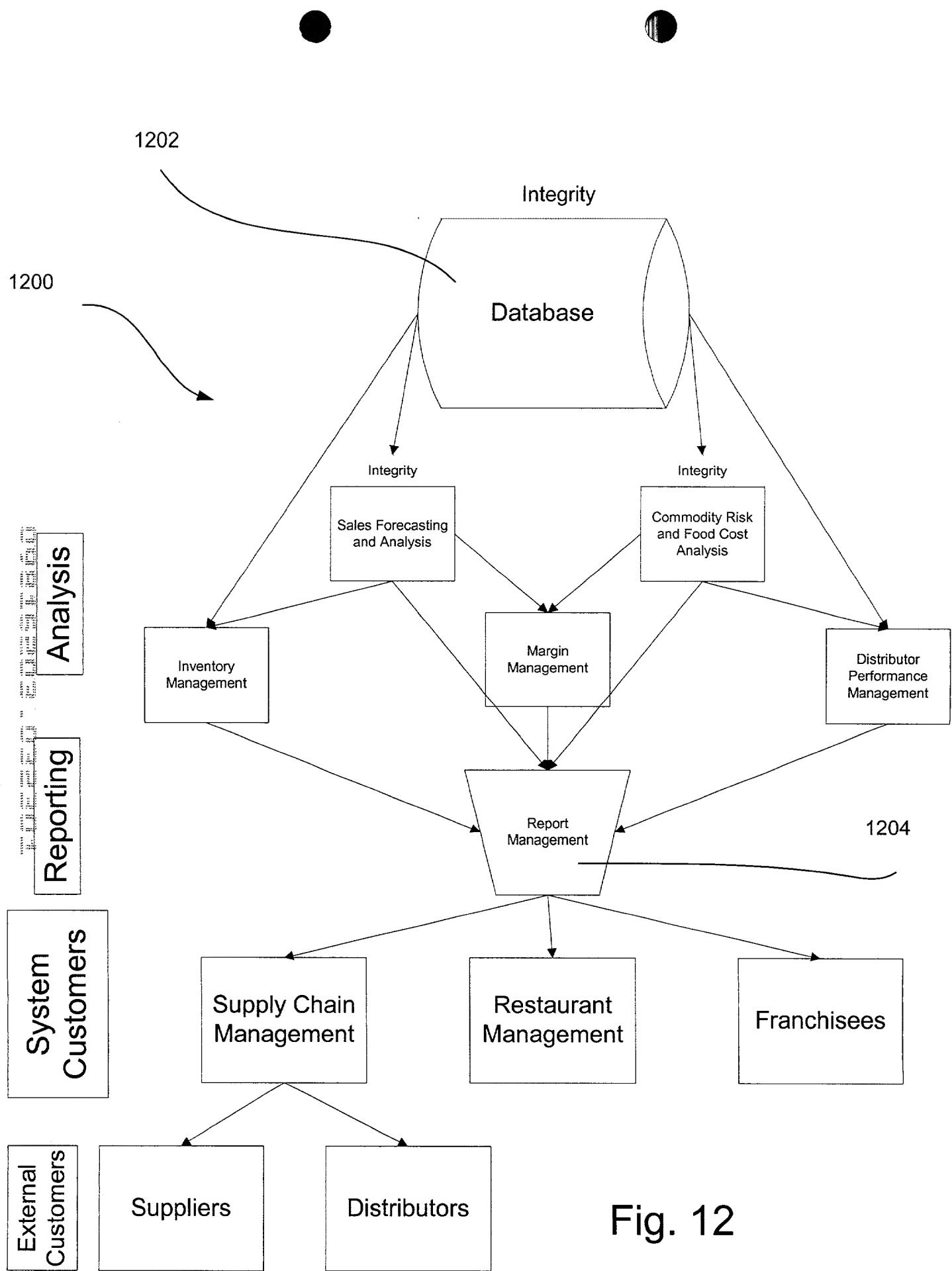


Fig. 12

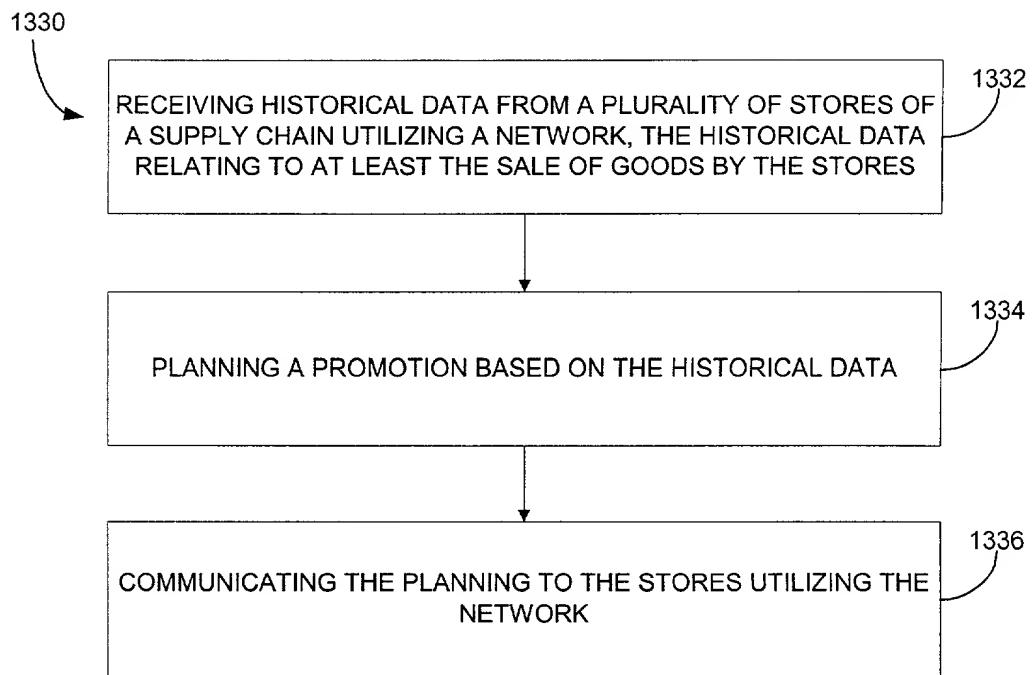


FIG. 13

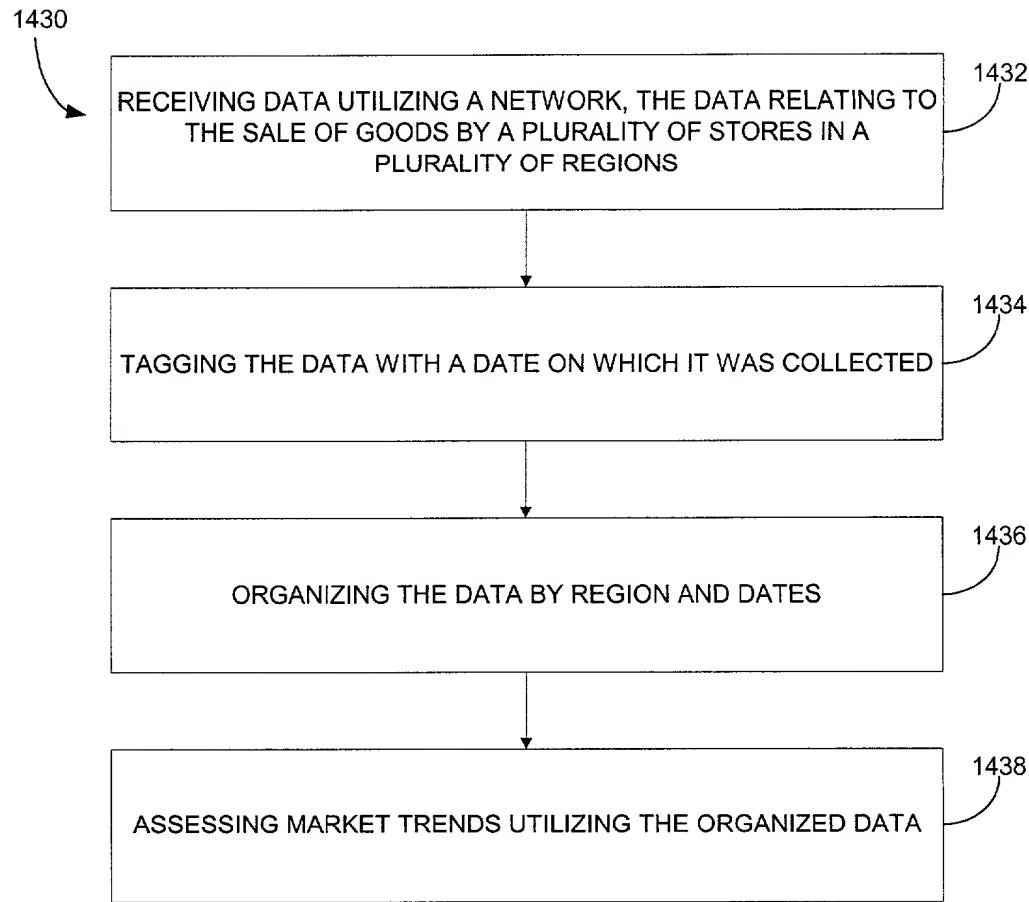


FIG. 14

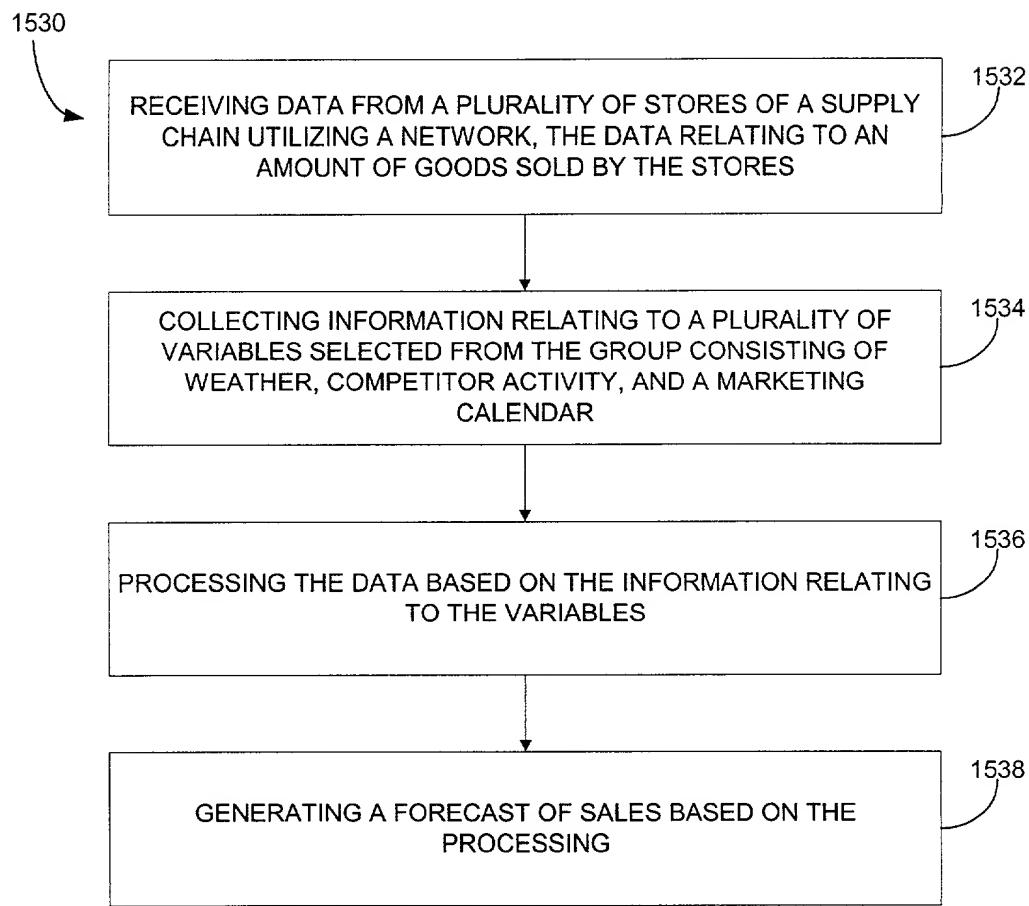


FIG. 15

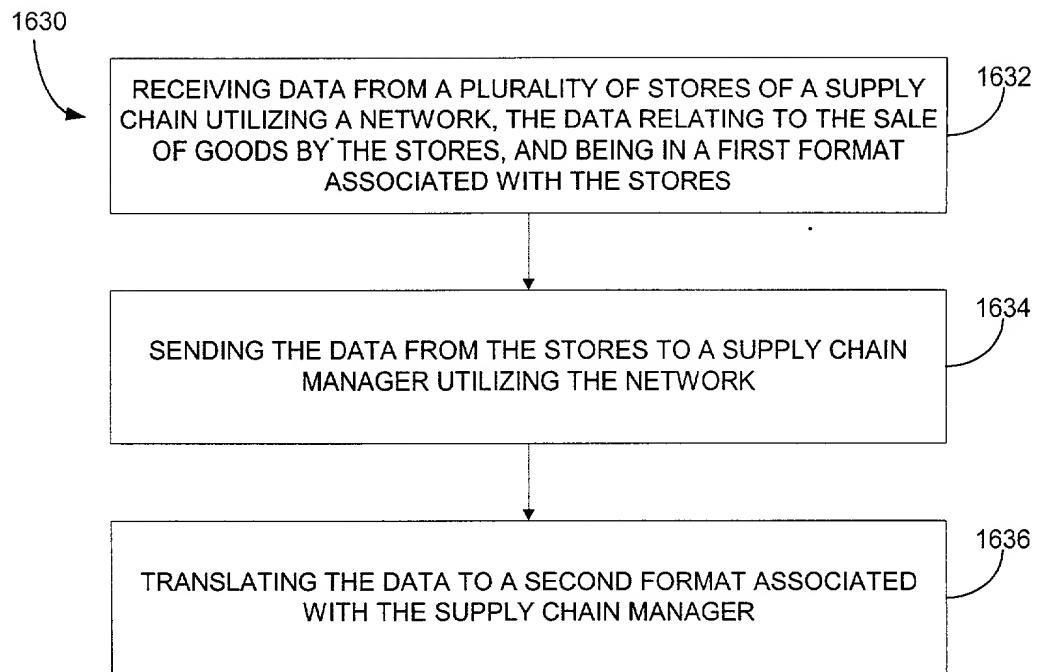


FIG. 16

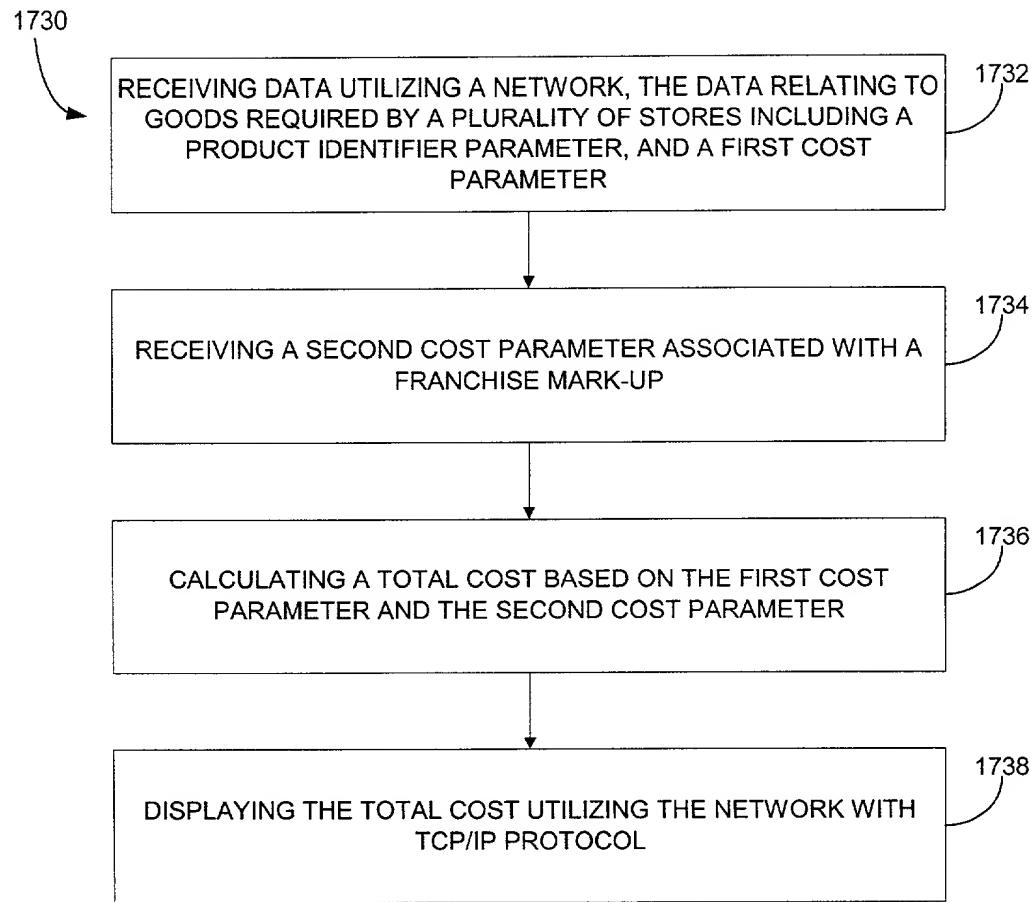


FIG. 17

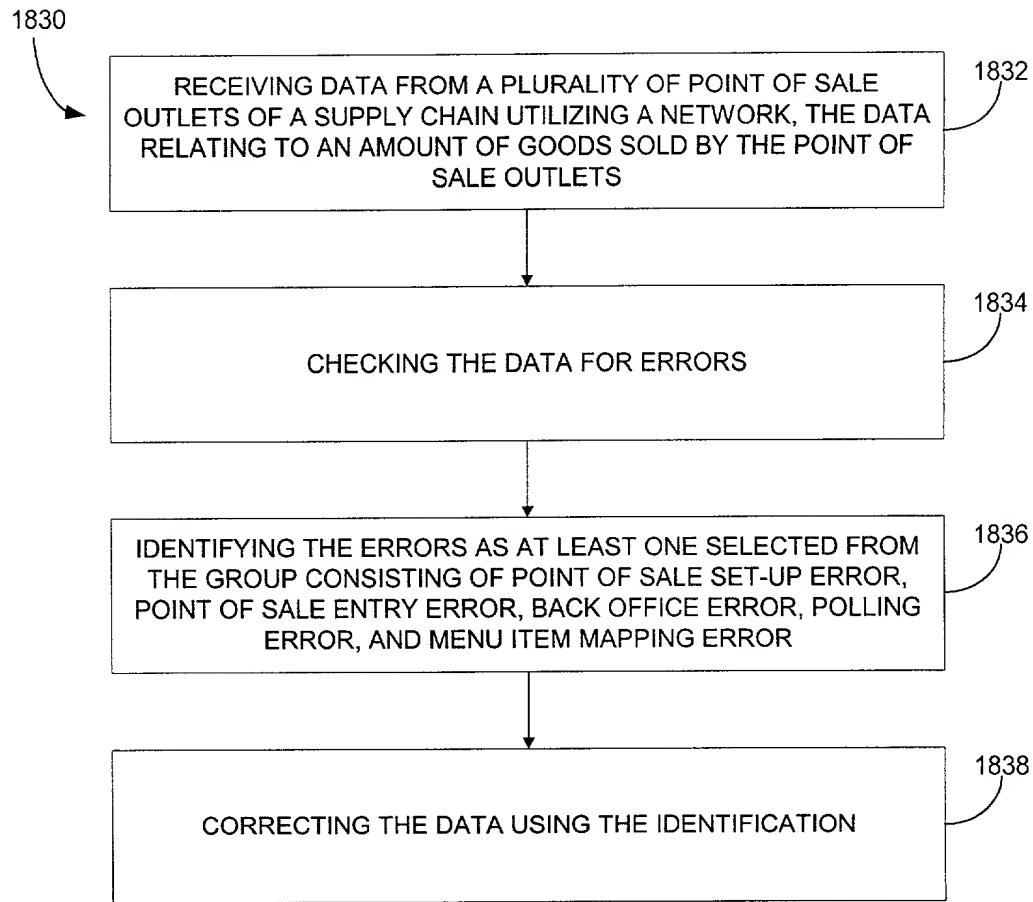


FIG. 18

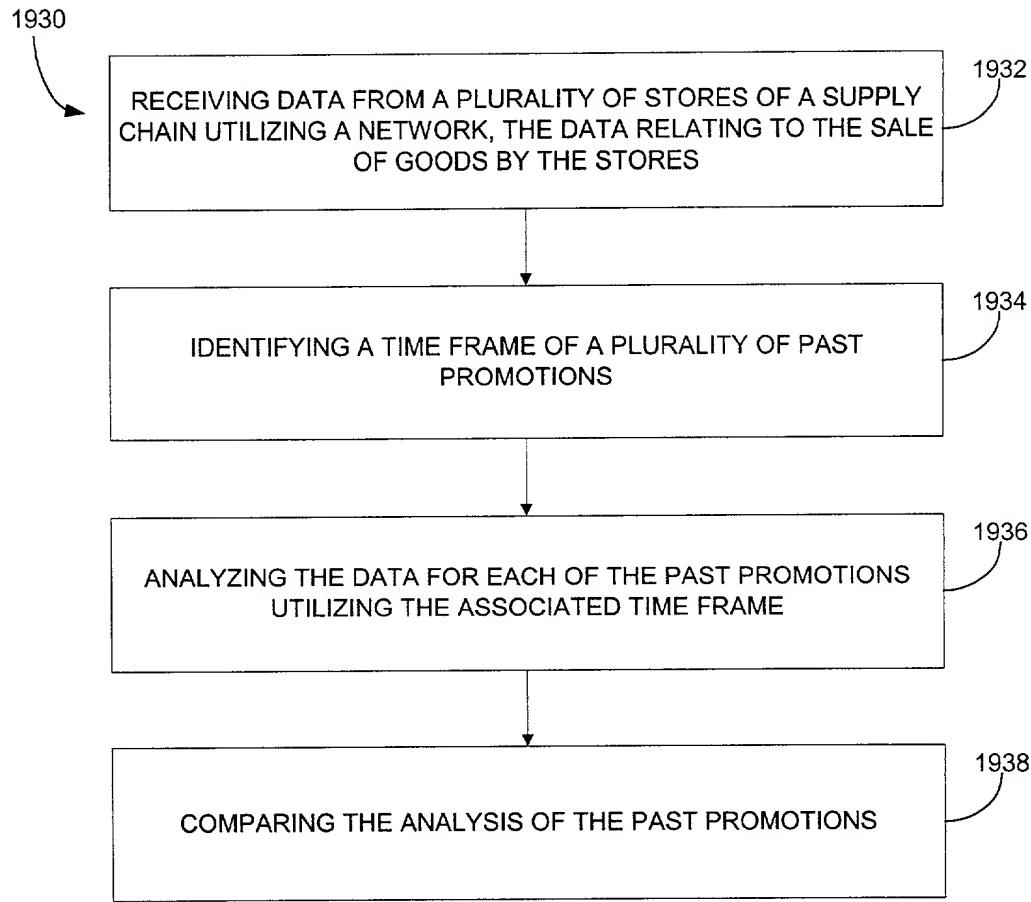


FIG. 19

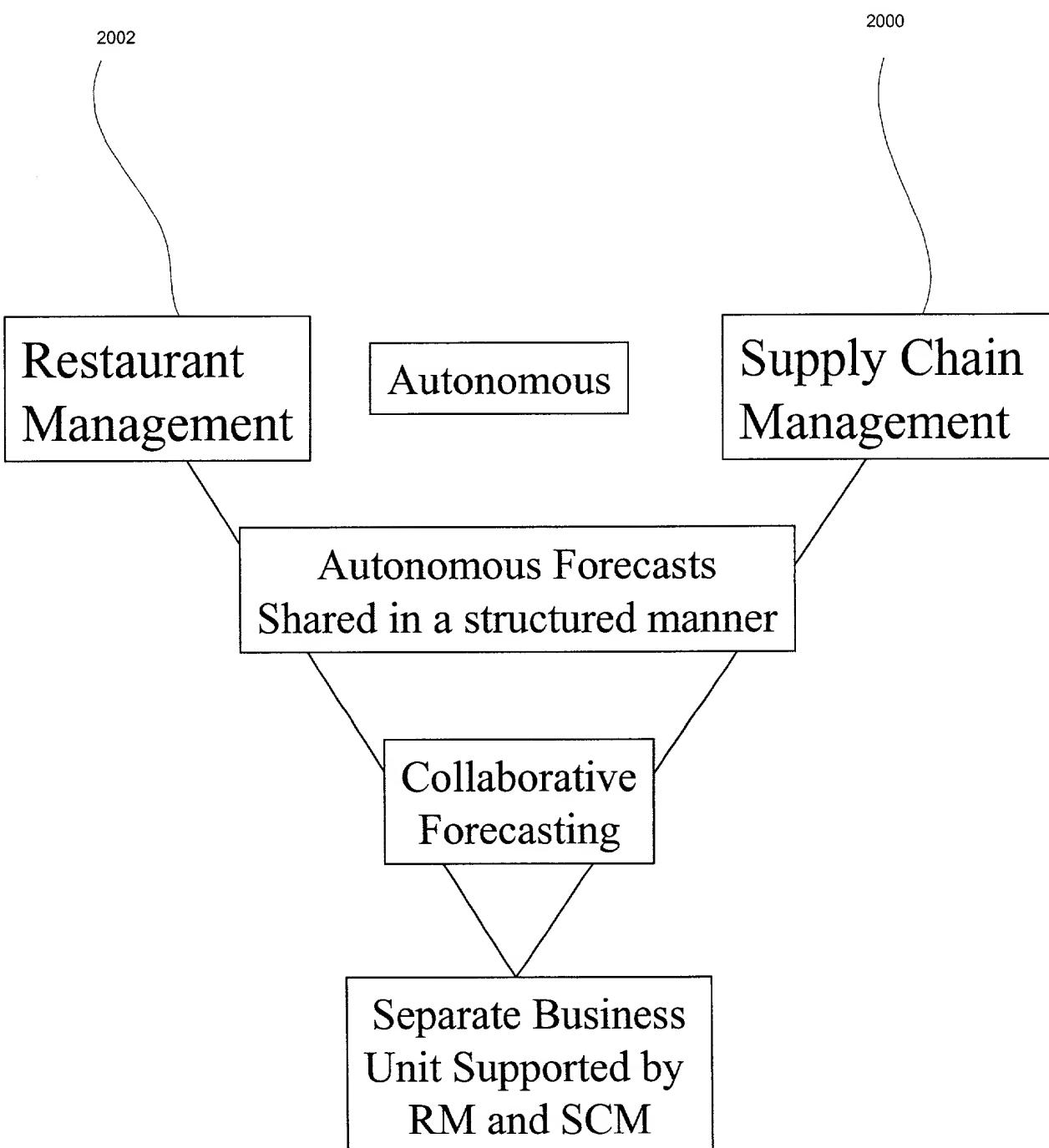
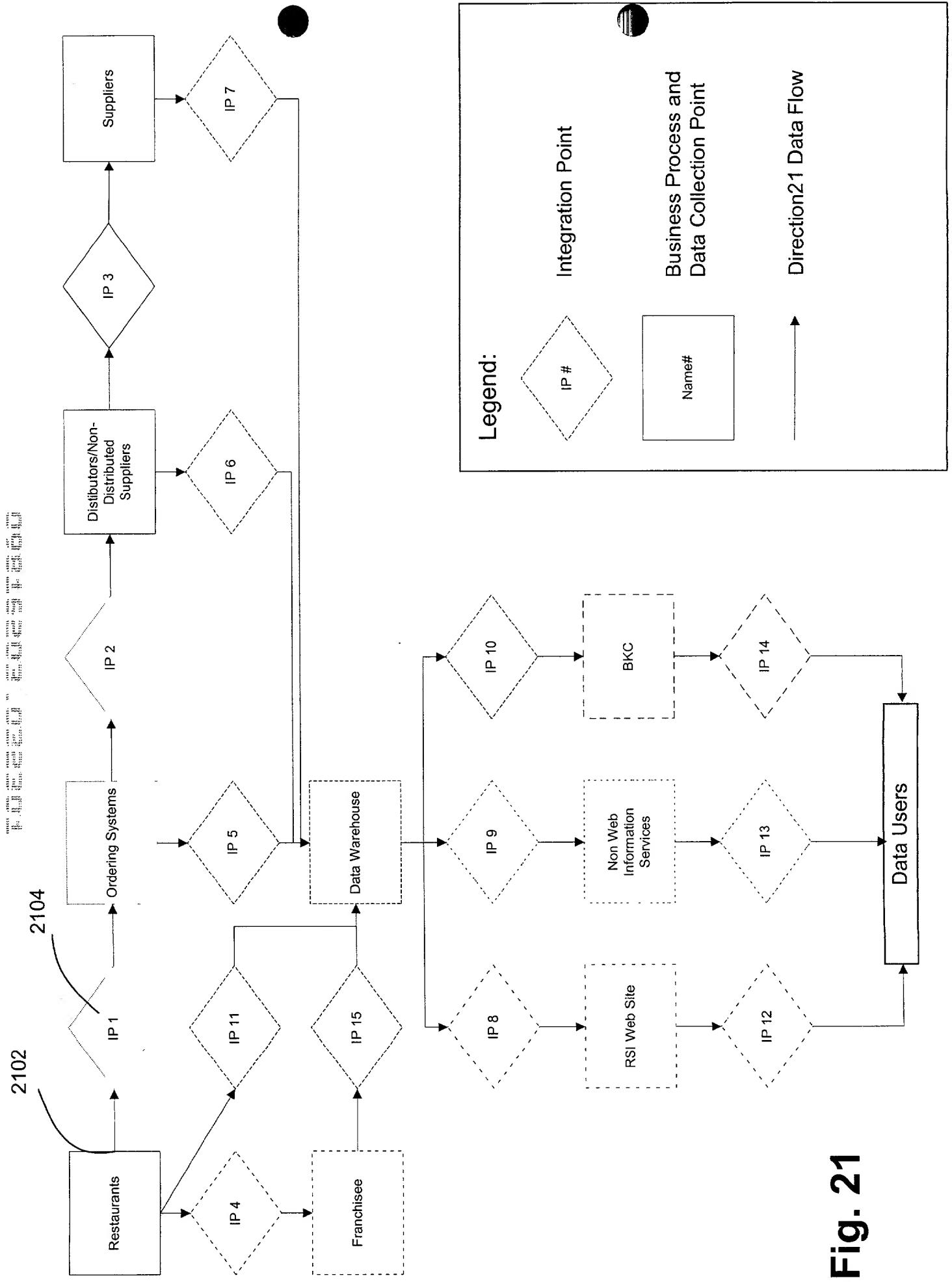


Fig. 20



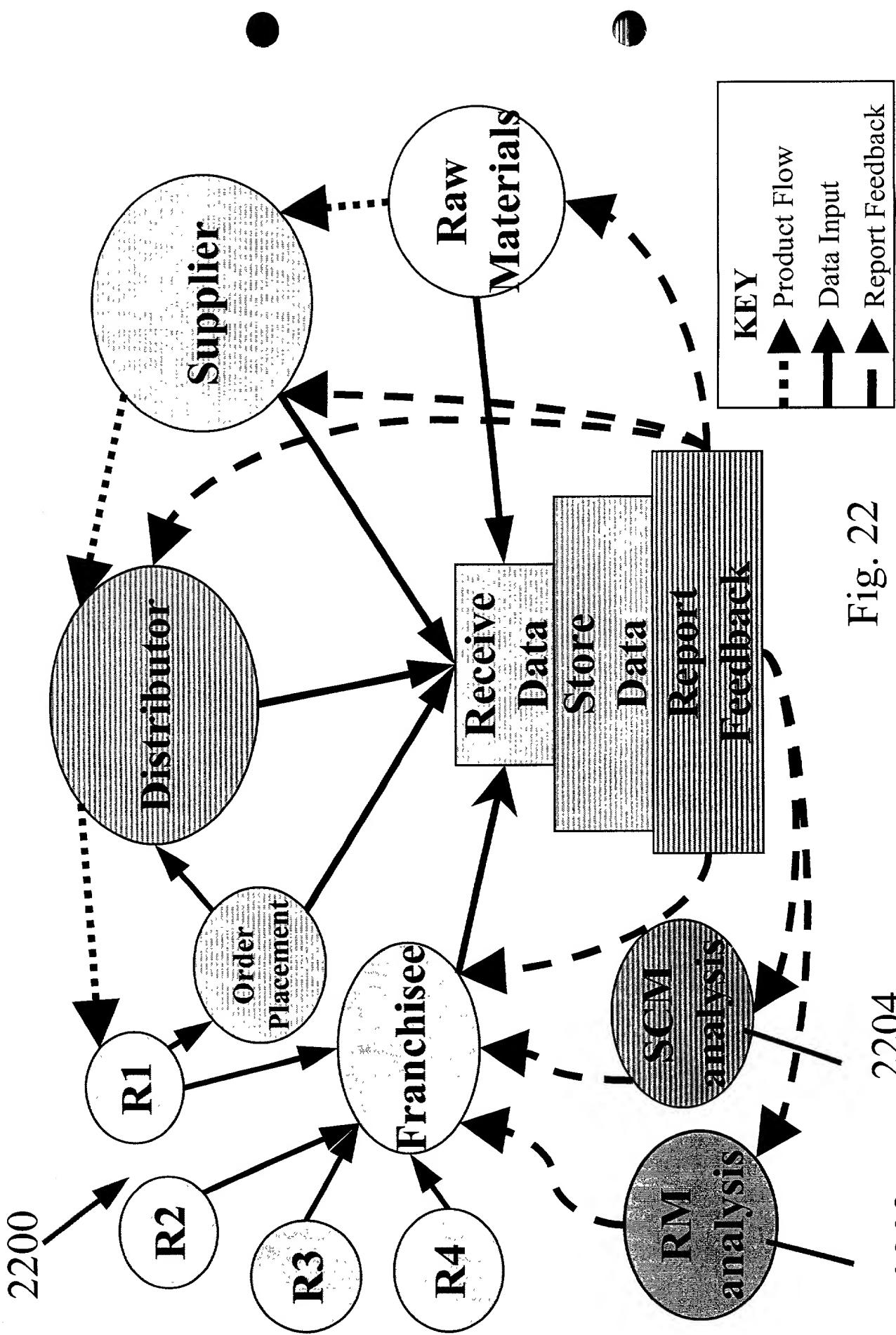


Fig. 22

2204

2202

2200

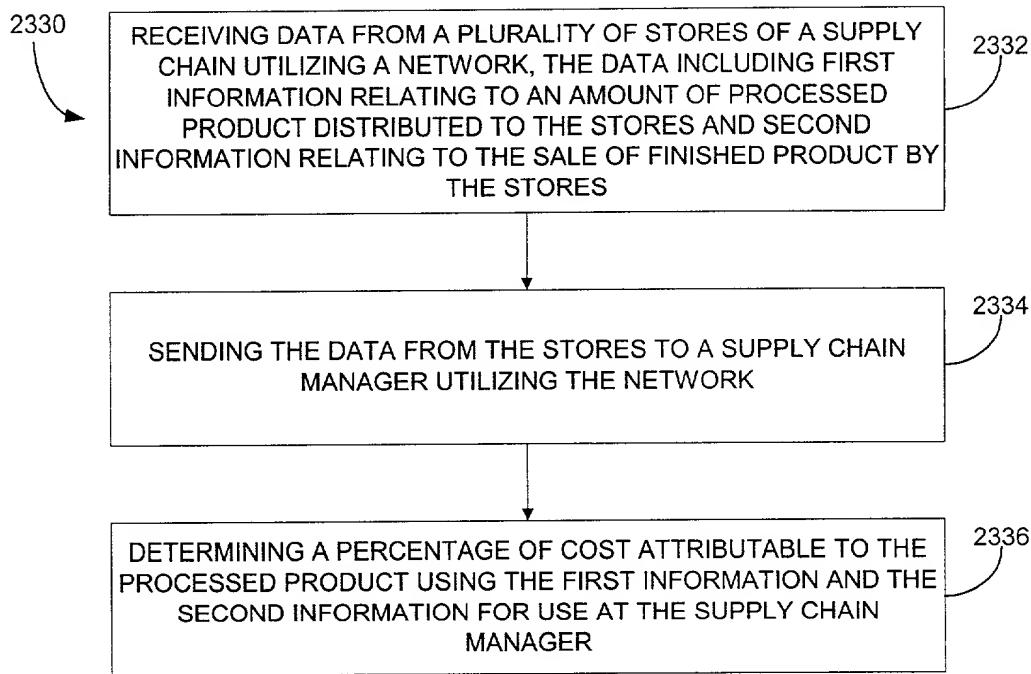


FIG. 23

FIG. 24

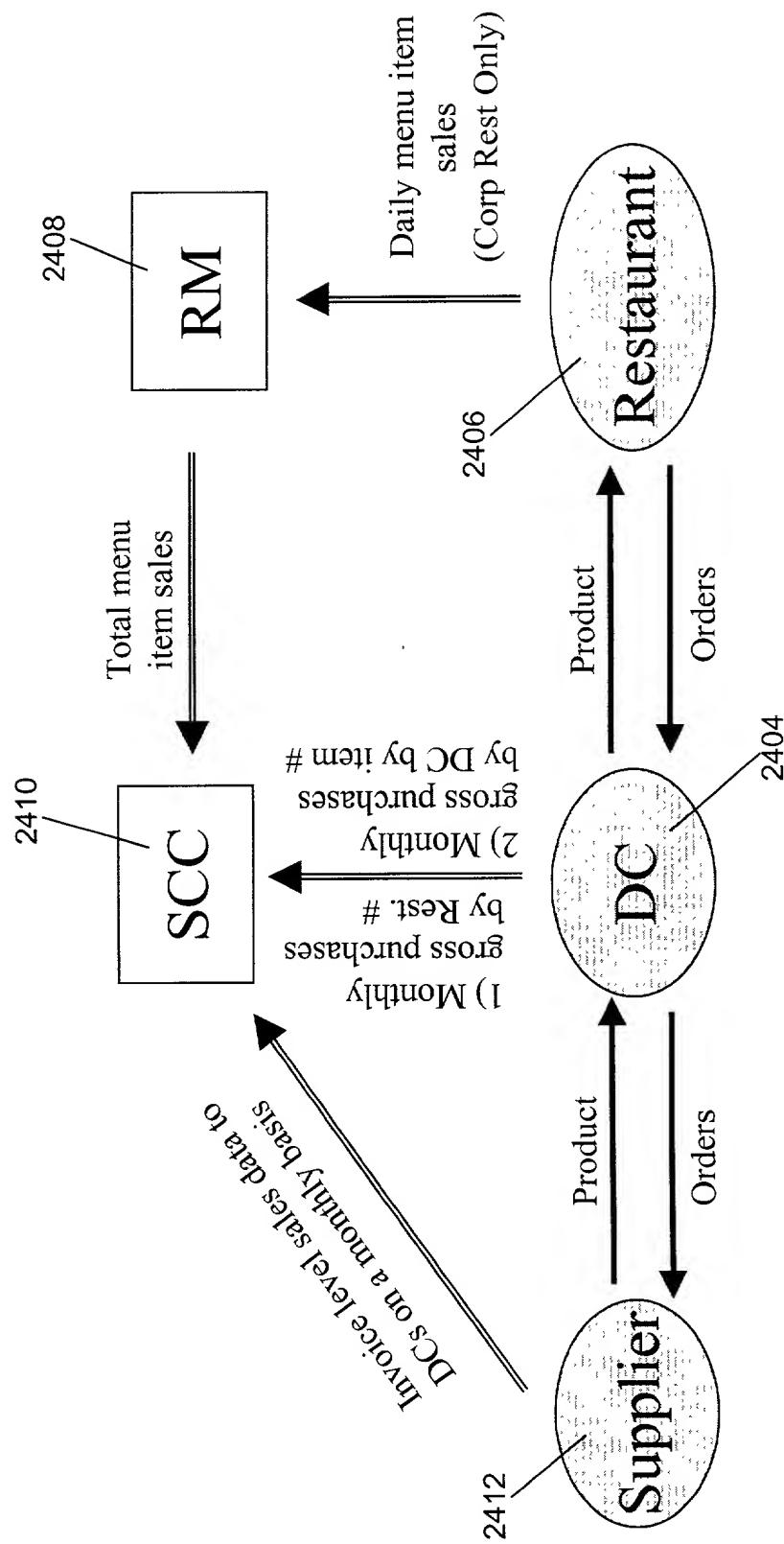


FIG. 25

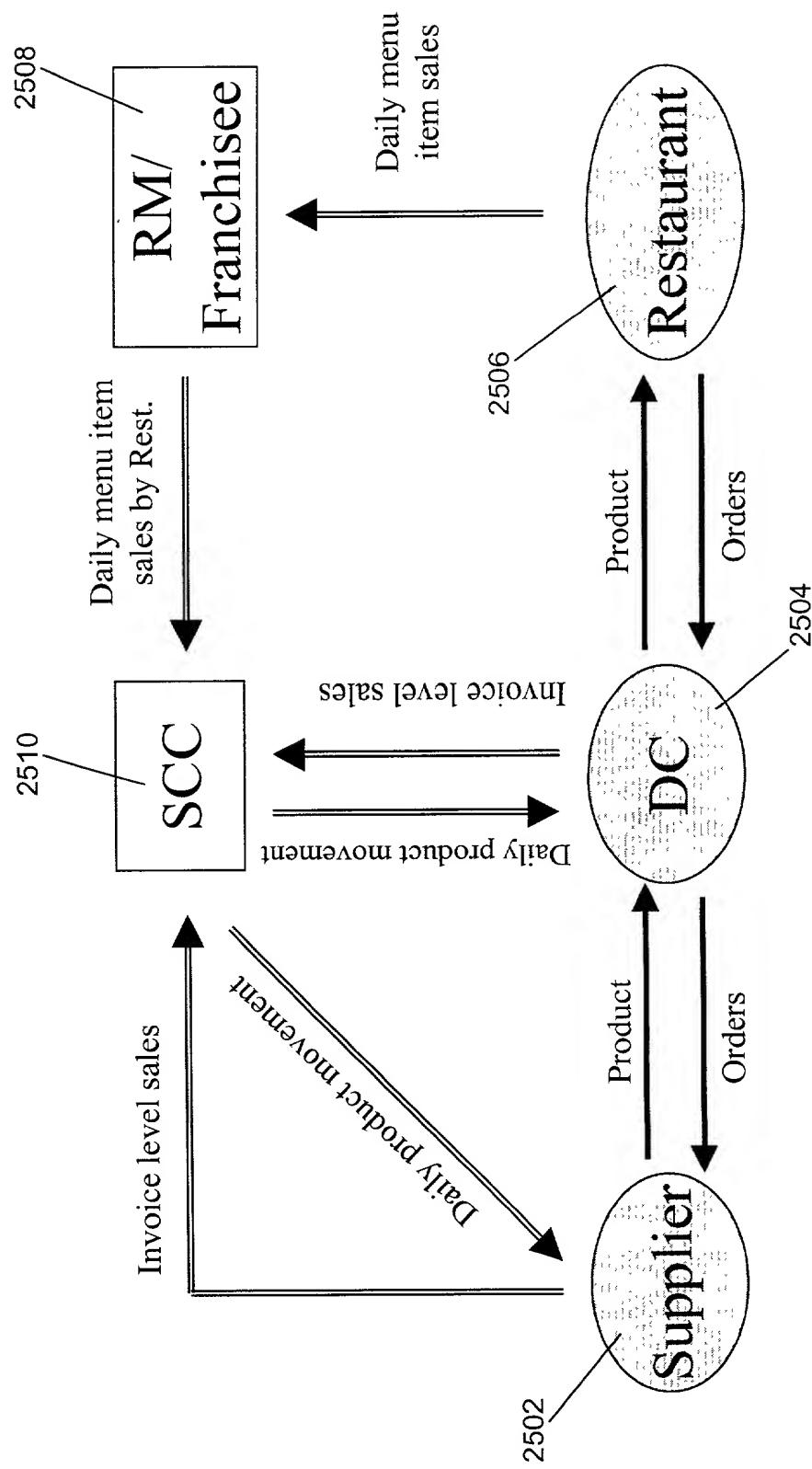


FIG. 26

2602

2604

Sales Forecast Worksheet - System

GRP's	Ntn'l Marketing Theme	Advertising Score	Local Considerations	Competition Index	Weather Index	Seasonality Index	Historv						Forecast					
							Q1	Q2	W-6	W-5	W-4	W-3	W-2	W-1	W+1	W+2	W+3	W+4
Sales History/Forecast Total (\$/store)							437	327	203	207	193	234	297	282	300	344	358	394
Key Products by Menu Item (units/day/store)	WHOPPERS	WHOPPERS W/CHEESE	YWWM WHOPPERS	etc.....			208	172	143	140	135	155	196	172	163	172	179	196
							805	723	701	692	623	760	921	829	900	943	829	912
Key Products by Inventory Item (cases/day/store)	Beef-Whopper 4.0 oz	Cheese-American Sliced	Mayo-bulk	Pickles - Pail	Wrap Whopper	Ketchup- Bulk	Bun-Whopper 5" (dozen)	Lettuce - shredded	Tomatoes	Onions - sliced								
	10.1	8.5	7.3	7.2	6.6	8.0	9.8	8.9	9.5	10.1	9.5	10.4	11.0	10.8	7.9	9.1		
	0.3	0.2	0.2	0.2	0.2	0.3	0.2	0.2	0.2	0.2	0.2	0.2	0.3	0.3	0.3	0.2	0.2	0.2
	2.8	2.4	2.0	2.0	1.9	2.2	2.8	2.5	2.7	2.8	2.5	2.7	2.7	2.9	3.1	3.0	2.2	2.5
	1.8	1.5	1.3	1.3	1.2	1.4	1.7	1.6	1.7	1.8	1.7	1.7	1.8	1.7	1.9	1.9	1.4	1.6
	0.4	0.3	0.3	0.3	0.2	0.3	0.4	0.3	0.3	0.4	0.3	0.4	0.3	0.4	0.4	0.4	0.3	0.3
	1.9	1.6	1.4	1.4	1.2	1.5	1.8	1.7	1.8	1.9	1.8	1.8	1.8	2.0	2.1	2.0	1.5	1.7
	120.8	101.8	87.3	86.6	79.3	95.8	117.8	106.9	113.6	121.6	113.8	125.2	131.4	130.1	94.5	108.7		
	3.4	2.9	2.5	2.4	2.2	2.7	3.3	3.0	3.2	3.4	3.2	3.5	3.7	3.7	2.7	3.1		
	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1		
	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1		

FIG. 27

2700

Promotional Monitor - System & Regional

Category	Segment	History				Week #1				Total		
		W-4	W-3	W-2	W-1	D+1	D+2	D+3	D+4	D+5	D+6	D+7
		Total Sales(\$/Store)	\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,413	\$3,675	\$5,513
Menu Item Sales for Key Products/units/restaurant/week												
Whopper	WHOPPERS	215	211	228	269	32	34	37	37	40	60	46
	WHOPPERS W/CHEESE	146	142	148	162	18	20	21	21	23	35	26
	YWW/M WHOPPERS	699	679	714	813	94	103	111	111	120	180	137
Whopper Total		1,060	1,032	1,090	1,244	144	157	170	170	183	275	209
Variance from Expected (Highlighted Areas are Outside of Expected Range)												
Whopper	WHOPPERS	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%	8.0%
	WHOPPERS W/CHEESE	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%	9.0%
	YWW/M WHOPPERS	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	5.0%	16.0%	19.0%	7.0%
Whopper Total		10.6%	-9.6%	-23.4%	-4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%	8.0%

2702

Category	Segment	History				Week #1				Total		
		W-4	W-3	W-2	W-1	D+1	D+2	D+3	D+4	D+5	D+6	D+7
		Total Sales(\$/Store)	\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,413	\$3,675	\$5,513
Menu Item Sales for Key Products/units/restaurant/week												
Whopper	WHOPPERS	215	211	228	269	32	34	37	37	40	60	46
	WHOPPERS W/CHEESE	146	142	148	162	18	20	21	21	23	35	26
	YWW/M WHOPPERS	699	679	714	813	94	103	111	111	120	180	137
Whopper Total		1,060	1,032	1,090	1,244	144	157	170	170	183	275	209

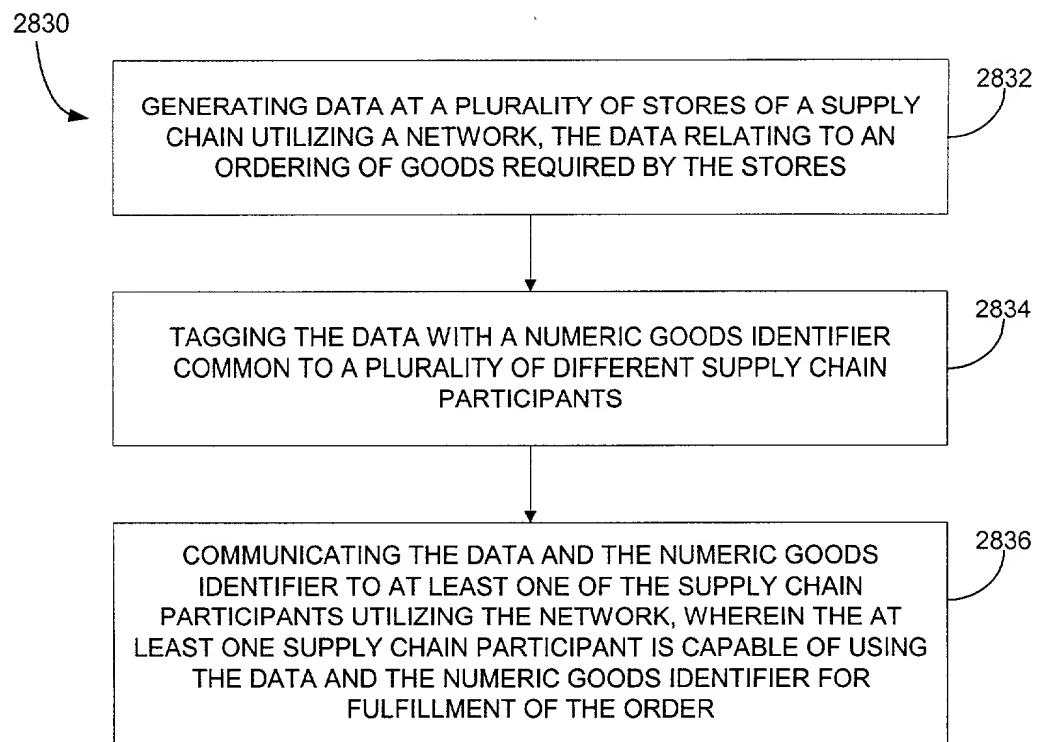


FIG. 28

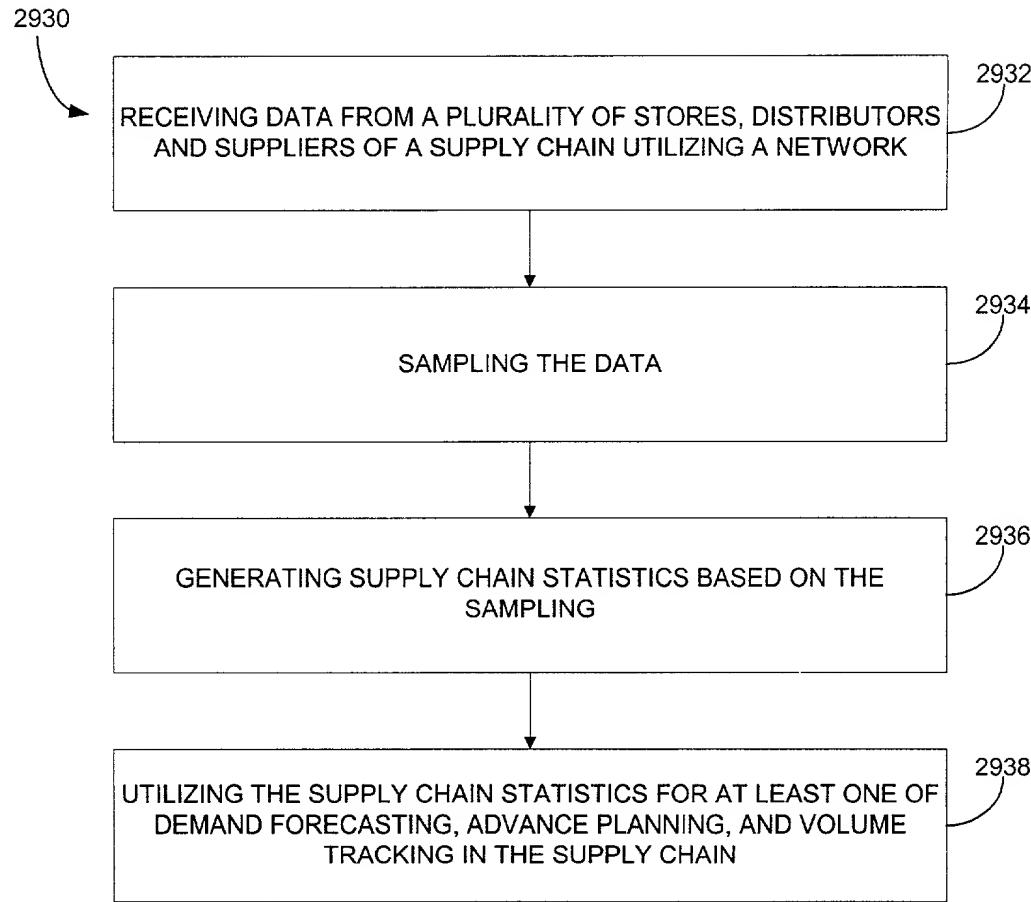


FIG. 29

3000
↓

Distribution Center: Alliant Topeka

Time Period (Month/Yr): Jun-00

Delivery Order Fill Rate

Total Cases Ordered: 65712

3002

Operations:	Warehouse Outs	Damages	MisPicks	Short on Truck	Overlooked and Not Returned	Total Operations
Cases:	154	68	62	284		568
Percent:	0.23%	0.10%	0.09%	0.43%	0.00%	0.86%

3004

Purchasing:	Out of Stocks	Substitutions	Out of Code	Total Purchasing
Cases:	990	70		1060
Percent:	1.51%	0.11%	0.00%	1.61%

Distribution Center Total:	Cases	Percent
Operations:	568	0.86%
Purchasing:	1060	1.61%
Grand Total:	1628	2.48%

Delivery Order Fill Rate: 97.52%

On-Time Delivery Rate

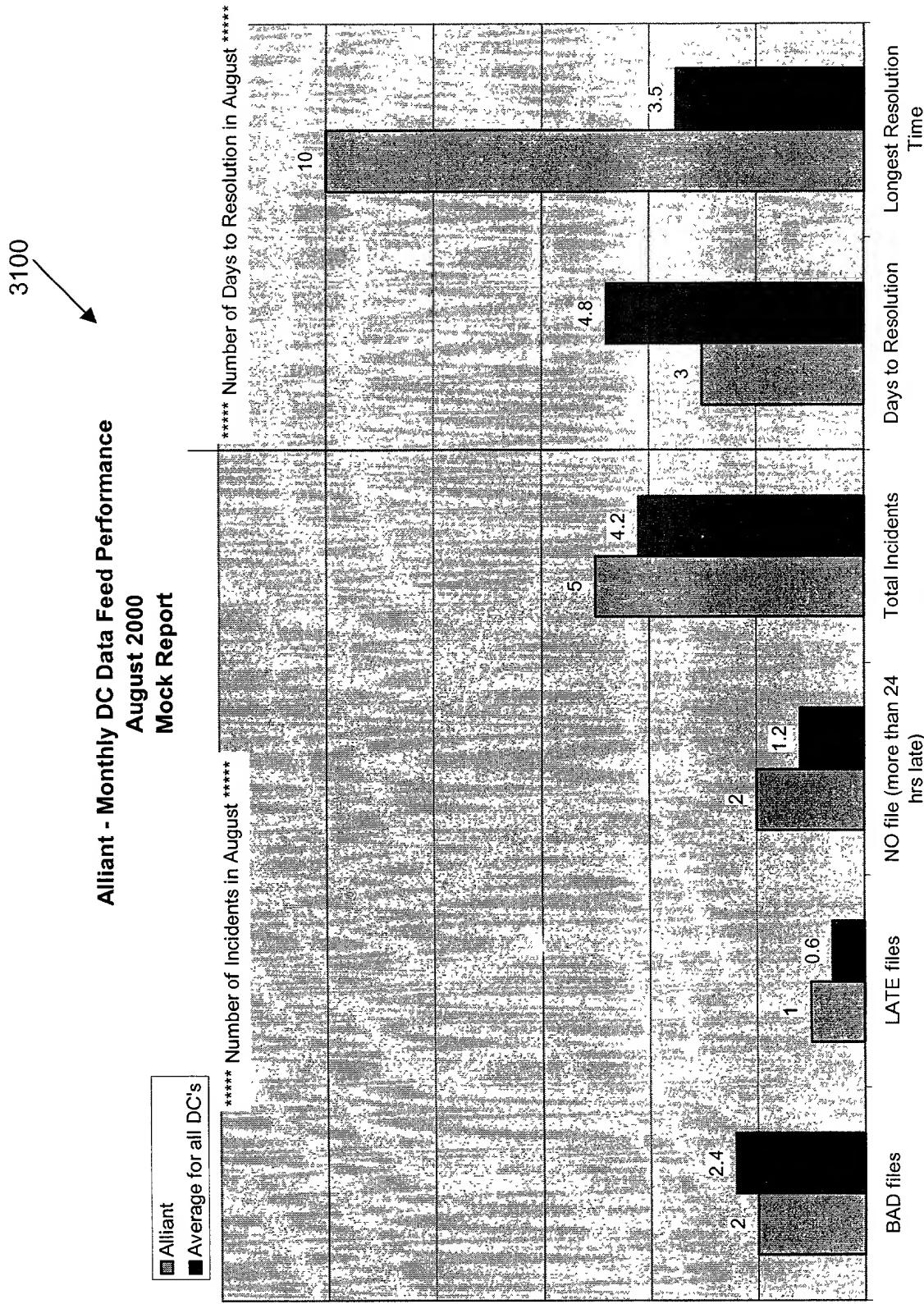
Total # of Deliveries:	1232
# of On-Time Deliveries:	
On-Time Delivery Rate:	0.00%

Perfect Order Rate

Total # of Deliveries:	1232
Total # of Perfect Orders:	725
Perfect Order Rate:	58.85%

FIG. 30

FIG. 31



3200



Service Level Reporting

August

	Fill Rate	On - Time	Perfect Order
Alliant Paducah	99.14%	90.0%	
Alliant Topeka			
Alliant Wixom	99.05%	98.7%	
King Atlanta	99.34%	92.91%	78.70%
King Jacksonville	99.35%	96.58%	80.80%
King Louisville	99.73%	94.93%	86.98%
Maines 29 Conklin	99.41%		79.25%
Maines 30 Cleveland	99.41%		
Maines Long Island			
Maines New England	99.13%	94.1%	79.83%
MBM Fullerton		#DIV/0!	
MBM Lewisville	99.81%	92.3%	#DIV/0!
MBM Orlando	99.88%	93.60%	#DIV/0!
MBM Rocky Mount	99.13%	92.4%	#DIV/0!
McCall's	99.80%	99.72%	96.81%
McLane Lubbock	#DIV/0!	#DIV/0!	#DIV/0!
Nicholas & Co.	99.80%	96.0%	85.3%
PFD Supply	99.16%	90.9%	80.12%
PFG Victoria	99.42%	#DIV/0!	
PYA/Monarch	99.20%	97.7%	
Rainhart-Cedar Rapids	99.05%	95.6%	
Rainhart-Oak Creek	99.31%	93.6%	
Reinhart-Rogers	99.50%	95.4%	
Restaurants NW	99.03%	99.07%	80.4%
Shanrock Commerce City	99.54%	94.8%	85.1%
Shanrock Phoenix	98.81%	93.8%	
Sigma Harrisburg	99.6%		82.8%
Sigma Stockton	99.6%		
Sysco	99.88%	100.0%	92.4%

	Fill Rate	On - Time	Perfect Order
BKC Min	98.50%	90.0%	78.00%
RSI Min	99.50%	90.0%	80.00%

OK		
Didn't meet RSI Min		
Didn't meet BK Min		

FIG. 32

FIG. 33

Vendor:	XYZ Company
Time Period:	Aug-00
Delivery Statistics:	3300
DC Requested Lead-Time	4
DC Adherence to Lead-Time	95%
Days Delivery Late	1.7
On-Time Delivery Percentage	95%
Hours Delivery Late	0.93
Inventory Management:	3300
Average Days On Hand	
SKU #1	19
SKU #2	22
Max Days On Hand	
SKU #1	40
SKU #2	32
Invoice, Payment and Pricing:	
Days for Payment	12
Monthly FOB Variance	\$ 30,152
Monthly Freight Variance	\$ 3,594
Monthly Total Variance	\$ 33,746
Invoice Accuracy:	
Invoice Fill Rate	97.25%
PO Accepted Rate	99.00%
Perfect Order Percentage	92.34%

FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance
August 2000
Mock Report

3400 →

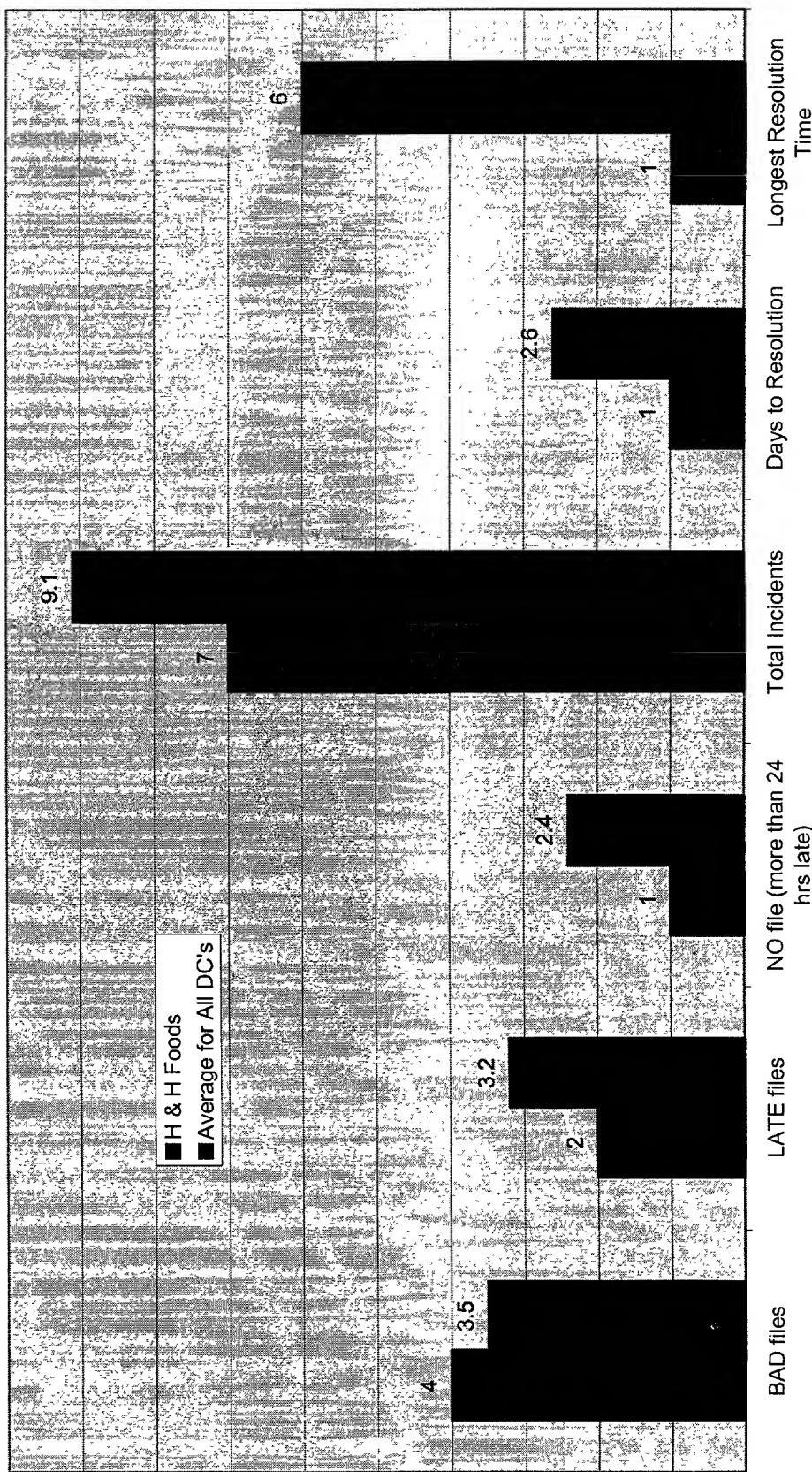


FIG. 35



3500
↗

Service Level Reporting November - Mock Report

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
GOODIES	\$0	99.9%	2.33%
COMARK INSTRUMENTS INC.	\$0	99.9%	2.33%
WHITEFORD FOODS INC.	\$0	97.3%	24.4%
LEPAGE BAKERY COUNTRY KITCHEN	\$0	92.7%	21.6%
NCR SYSTEMEDIA	\$0	92.7%	21.6%
SIGNATURE MEATS GROUP	\$0	95.1%	9.4%
SCHWEIBEL'S BAKING CO.	\$0	95.1%	9.4%
MAUI CUP	\$0	95.1%	9.4%
MIRA PLASTICS	\$0	95.1%	9.4%
DIXIE PRODUCE & PACKAGING	\$0	95.1%	9.4%
NOR-LAKE INC	\$0	95.1%	9.4%
FOR JAMES OPERATING COMPANY	\$0	95.1%	9.4%
FRESH ADVANTAGE KC	\$0	98.6%	1.90%
SILVER KING MN CORP	\$0	98.6%	1.90%
TYSON FOODS	\$0	98.6%	1.90%
READY ACCESS	\$0	98.6%	1.90%
GEORGIA PACIFIC TISSUE	\$0	94.8%	24.4%
CLOUGHERTY PACKING	\$0	93.4%	2.51%
BEVERAGE AIR	\$0	93.4%	2.06%
COMPONENT HARDWARE GROUP INC	\$0	93.4%	2.06%
COCA-COLA USA	\$0	93.5%	1.55%
TOASTMASTER	\$1,999	93.5%	1.55%
GRANT COUNTY FOODS	\$0	96.8%	2.20%
FRESH EXPRESS	\$0	96.8%	2.20%
TAYLOR FARMS	\$0	96.8%	2.20%
MODULAR DISPENSING SYSTEM	\$0	96.8%	2.20%
CENTURY PRODUCTS LLC	\$0	96.8%	2.20%
ROSE PACKING COMPANY	\$0	93.3%	2.38%

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
RSI Min	\$5,000.00	92.00%	3.00%

OK
Didn't meet RSI Min.

Mock Report/1

3600
↓

	FY 01	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
<i>Food Cost Index</i>									
Plan	99.75	99.69	99.20	98.63	100.33	100.49	101.12	100.44	99.92
Actual		99.10	98.90						
Variance									
Good/(Bad)	0.59		0.30						
<i>Total Dollar Purchases (in Millions) /2</i>									
Plan	\$2,237.24	\$183.98	\$182.73	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83
Actual		\$182.84	\$182.08						
Variance									
Good/(Bad)		\$1.14	\$0.65						
		0.6%	0.4%						

/1 Includes on food cost index items.

/2 Based on FY 99 Sales Volumes

FIG. 36

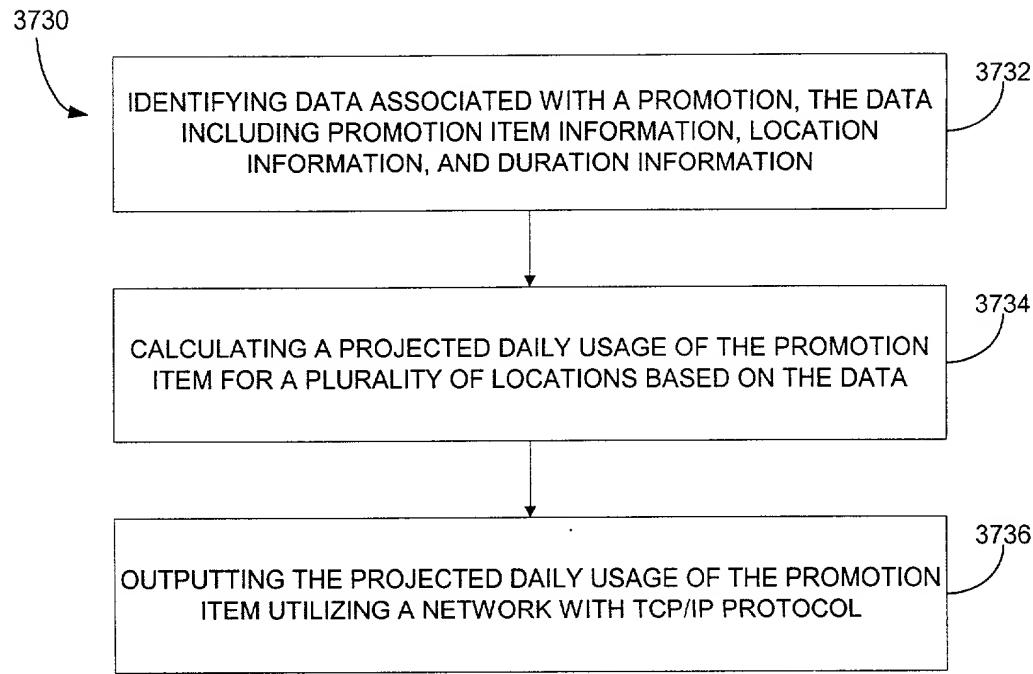


FIG. 37

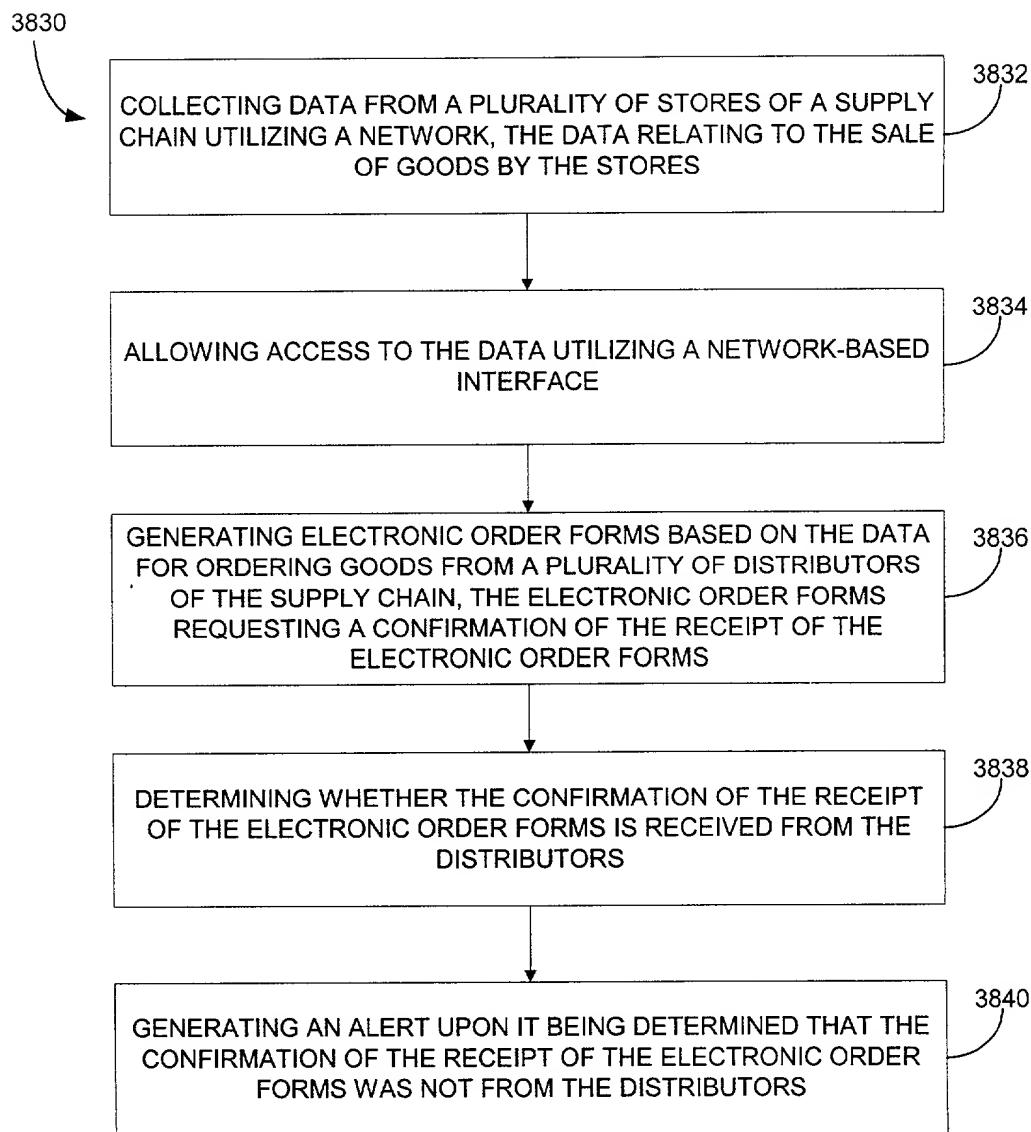


FIG. 38

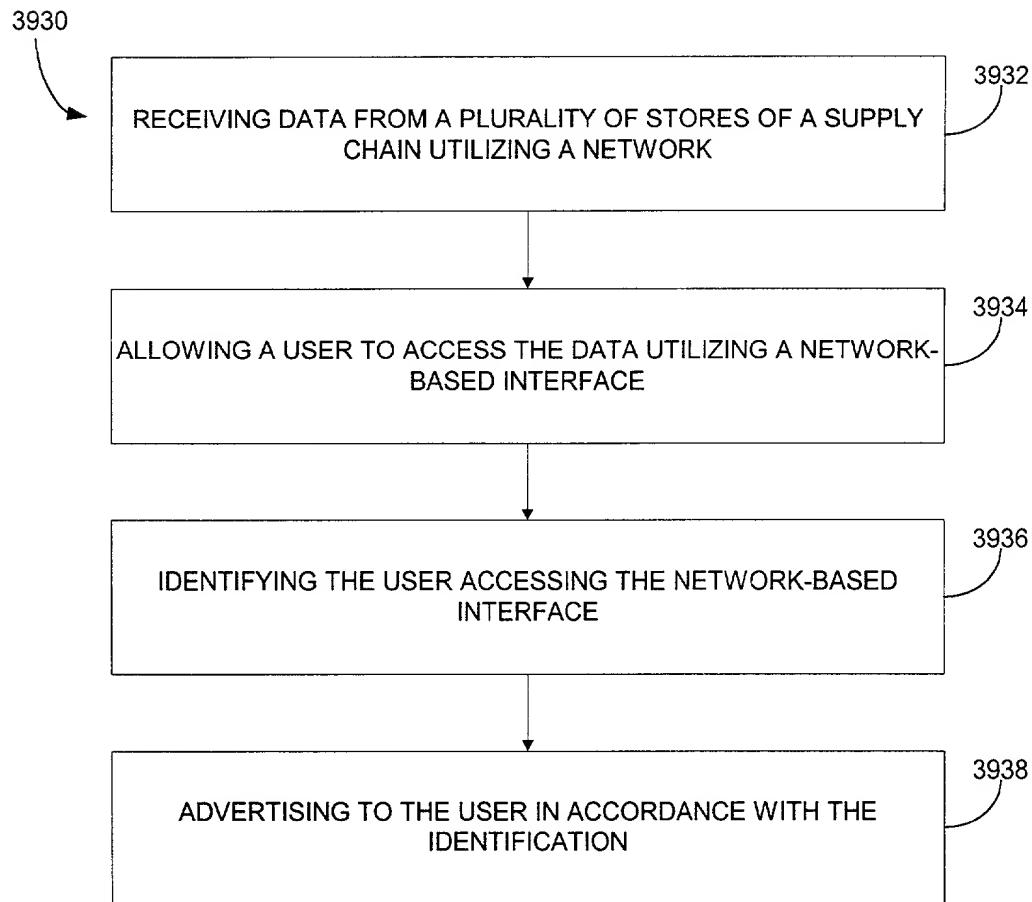


FIG. 39

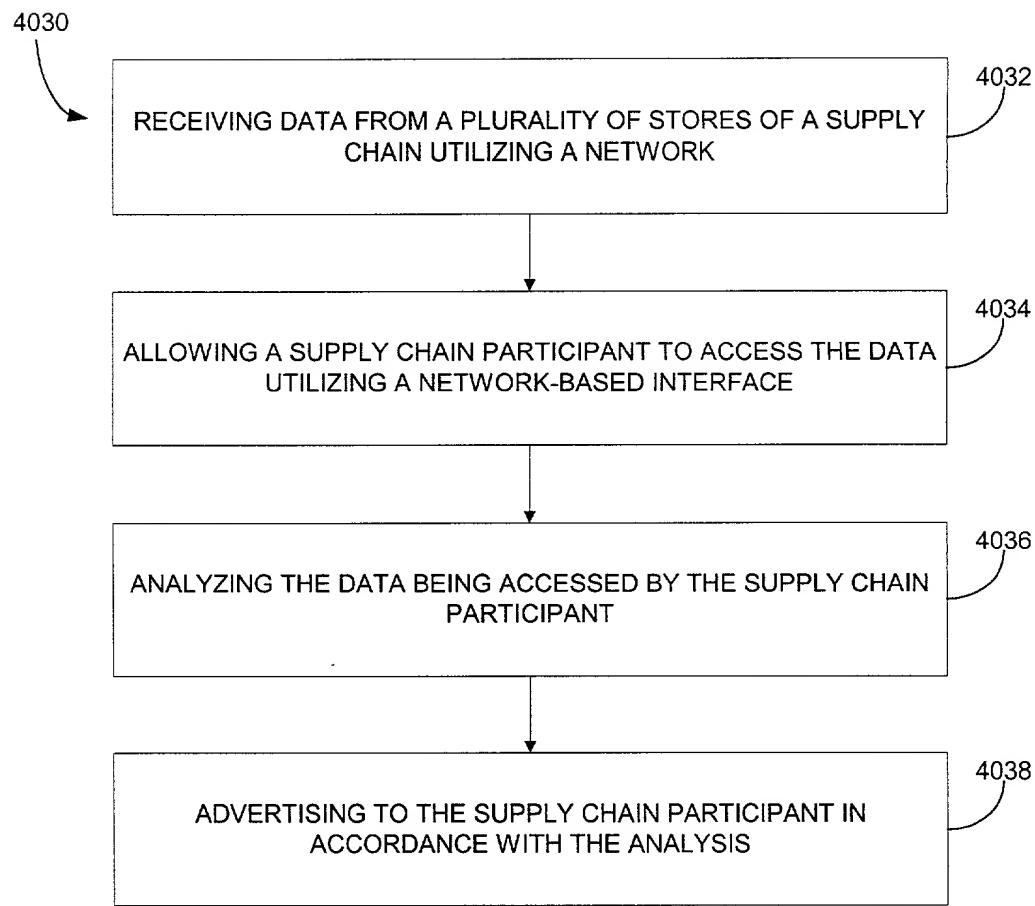


FIG. 40

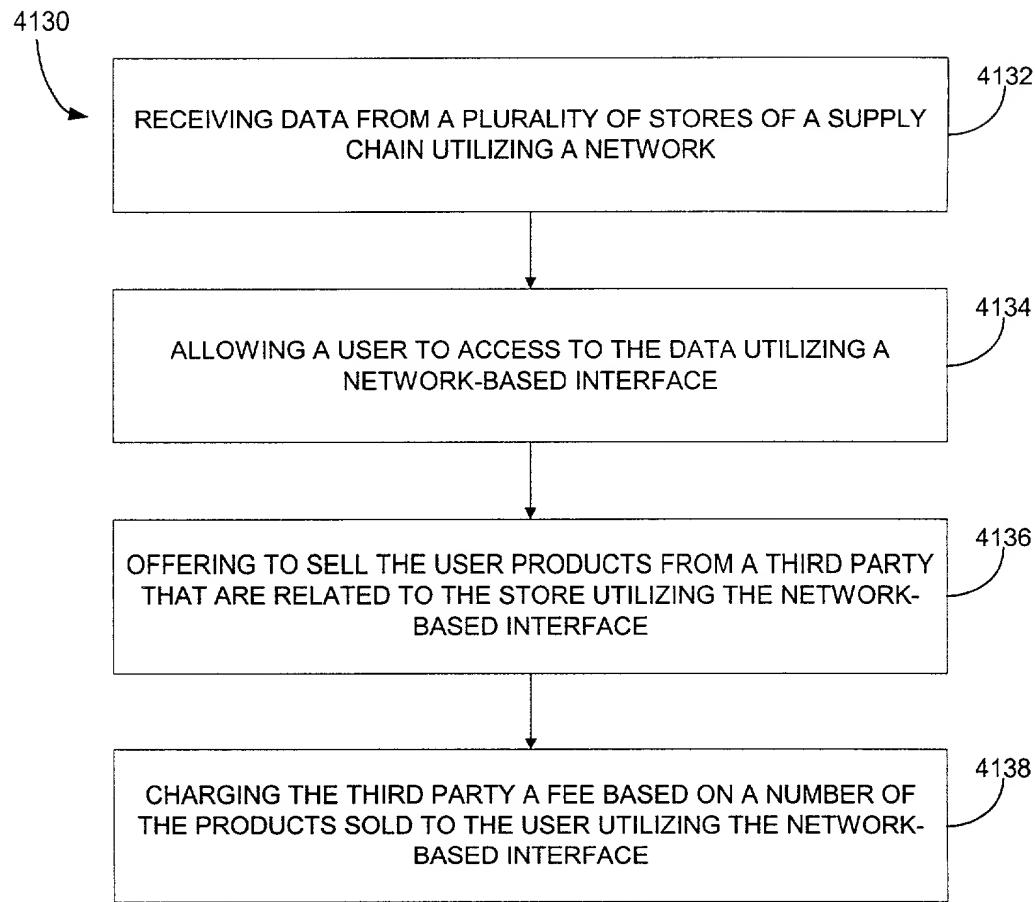


FIG. 41

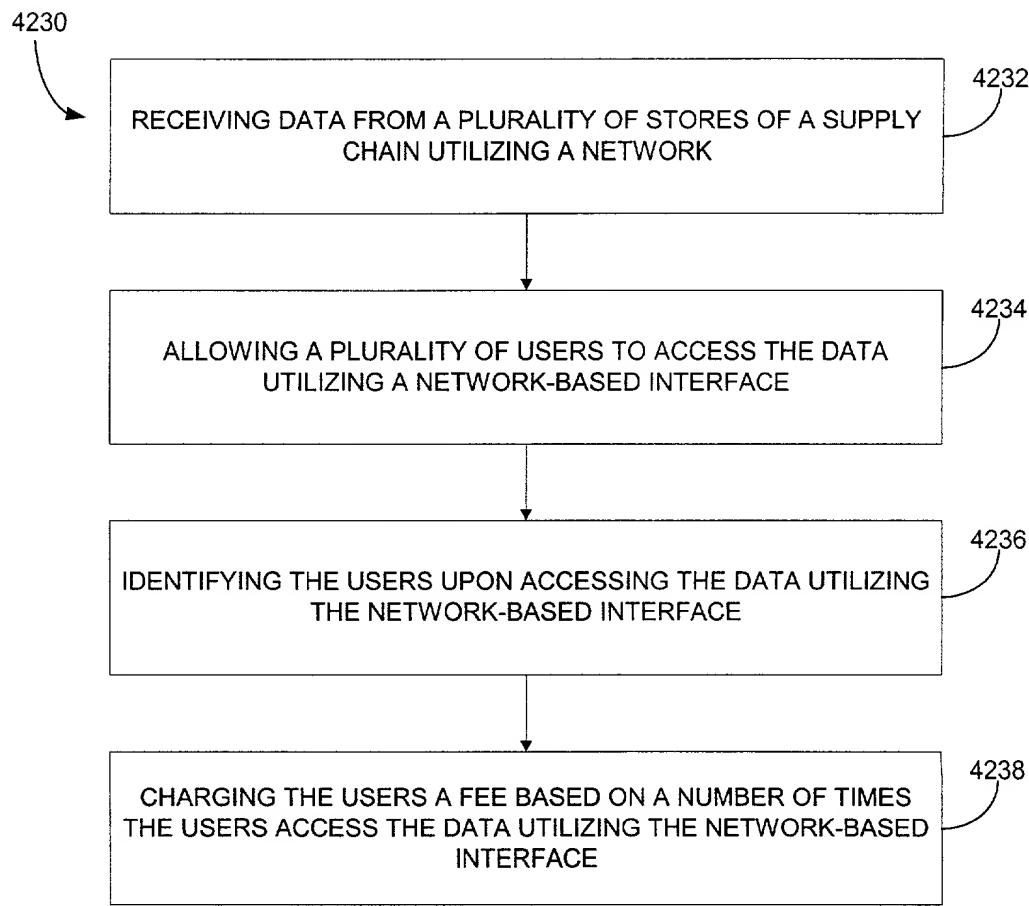


FIG. 42

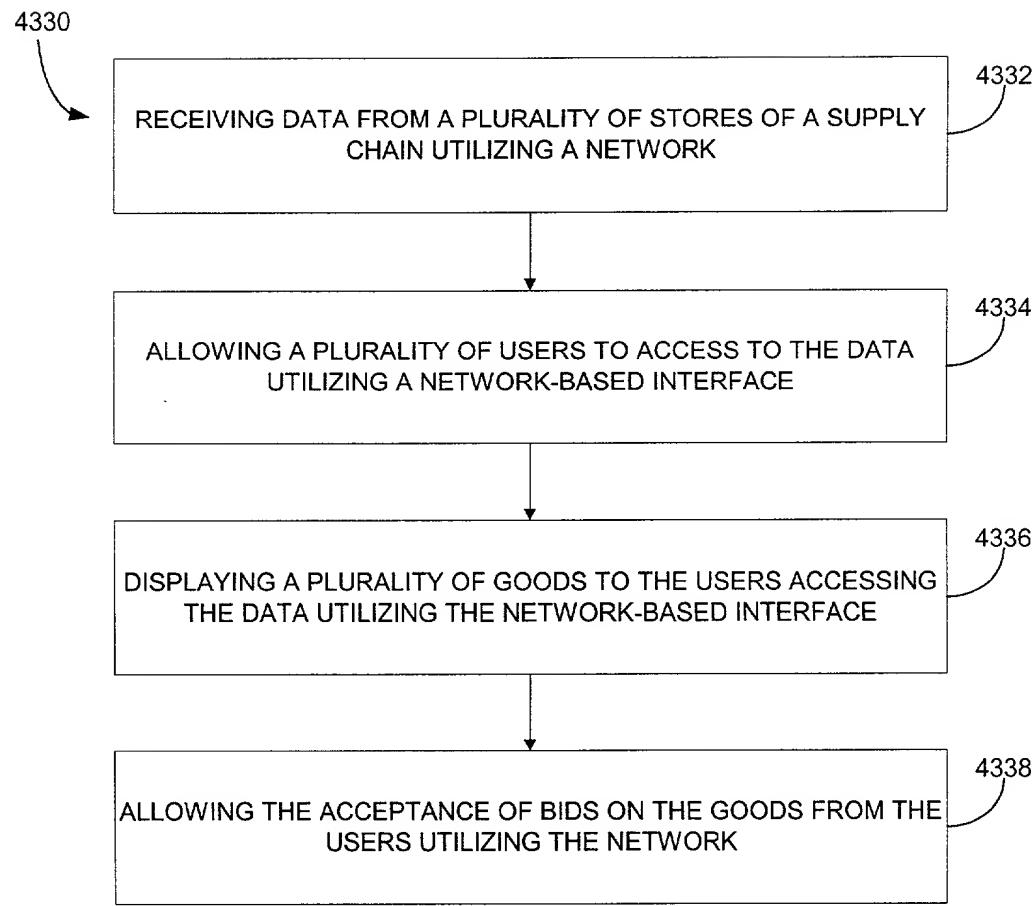


FIG. 43A

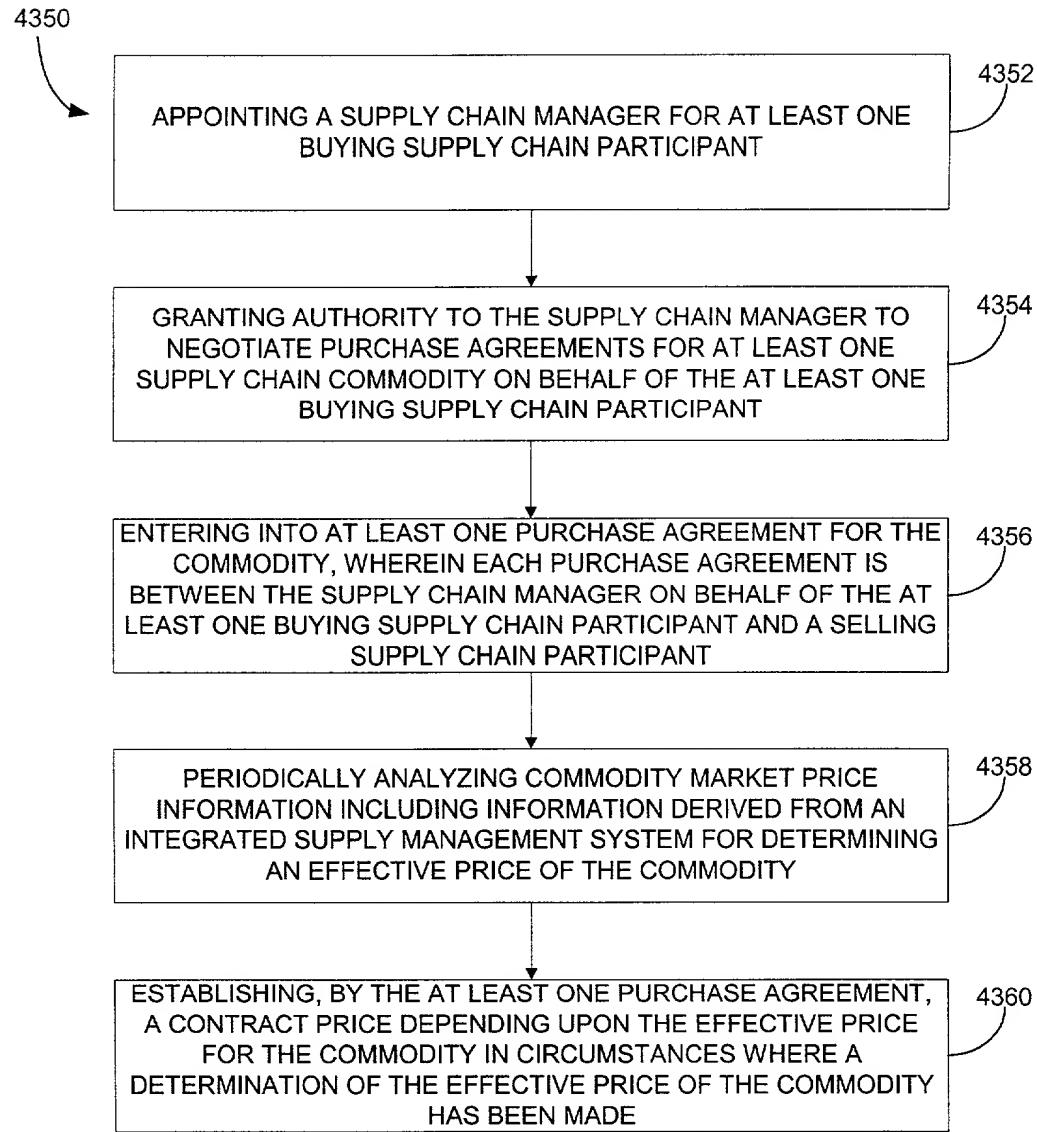


FIG. 43B

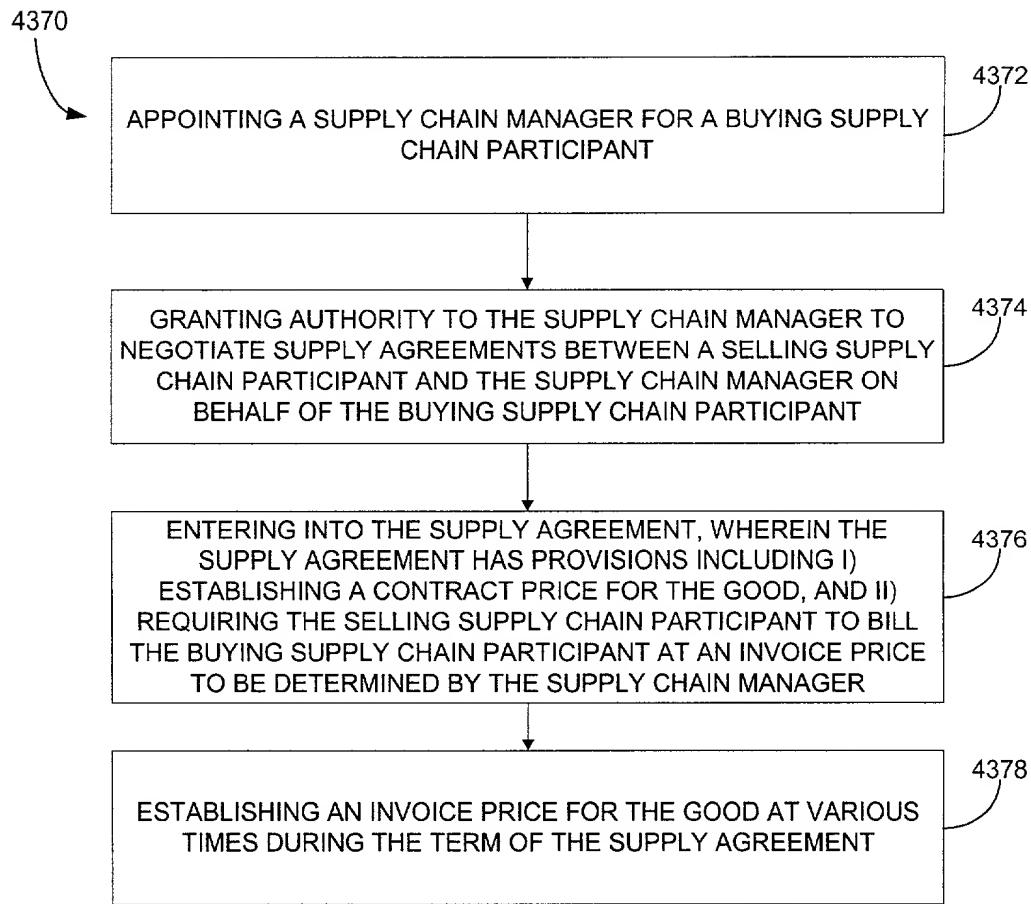


FIG. 43C

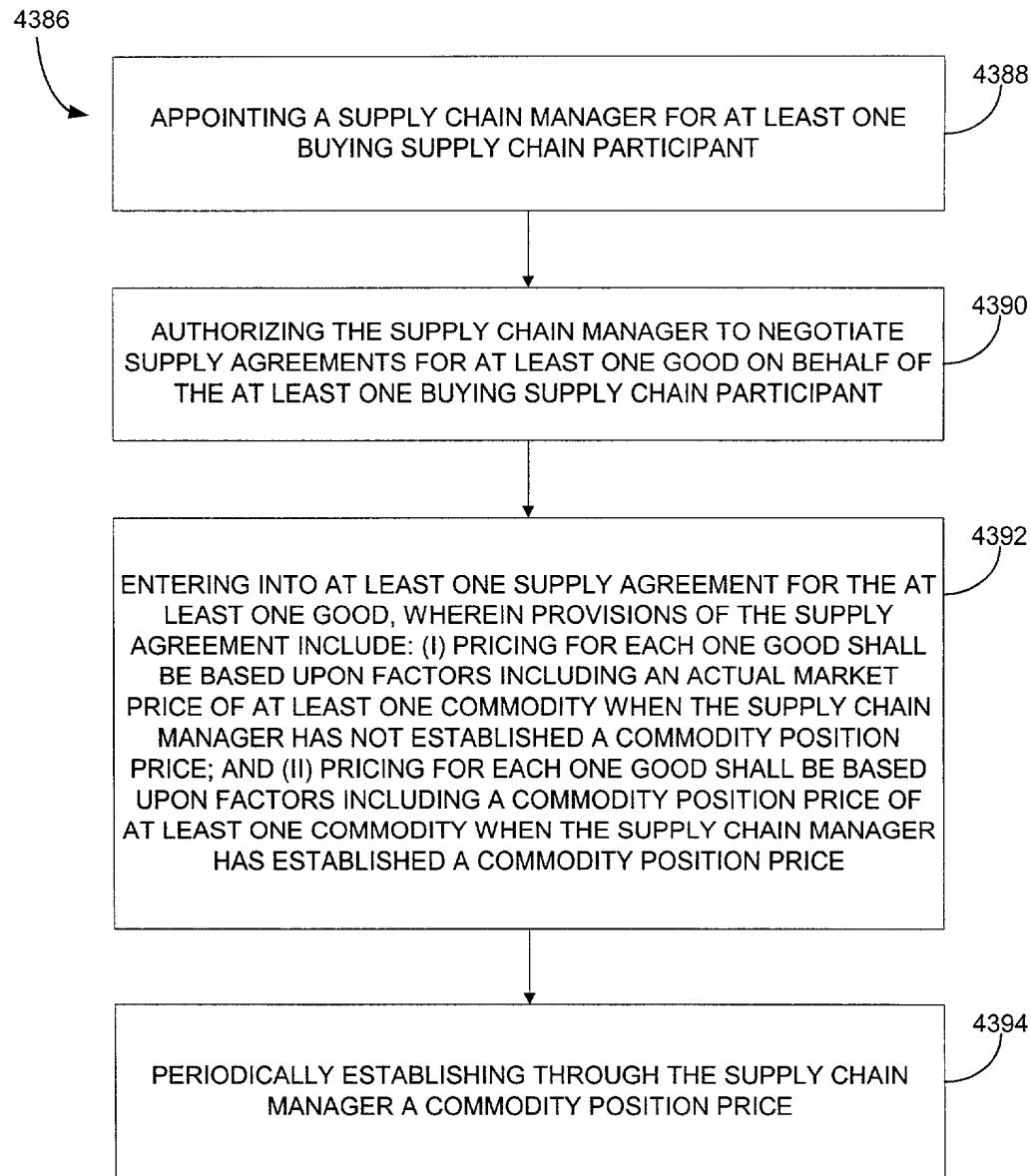


FIG. 43D

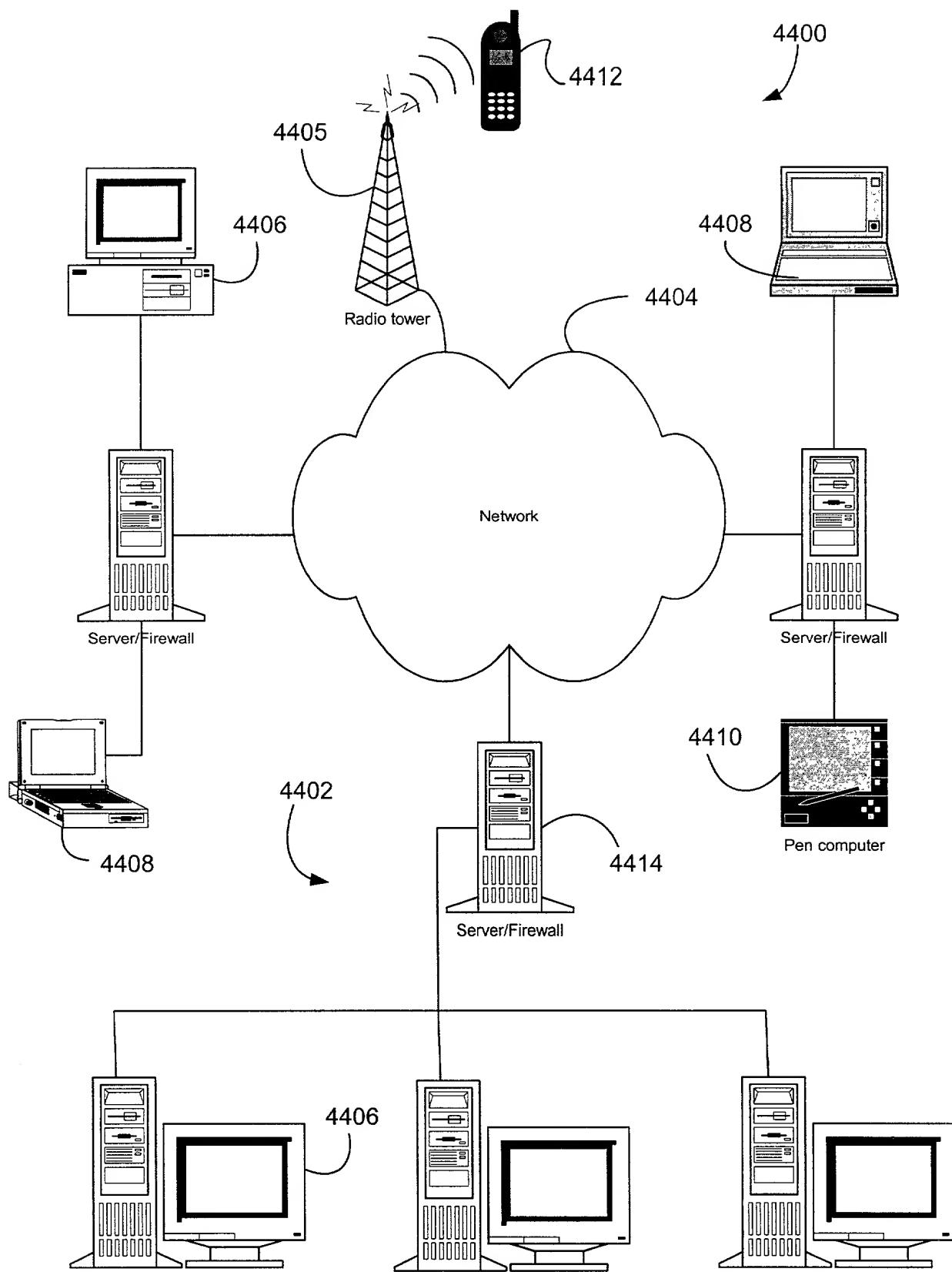
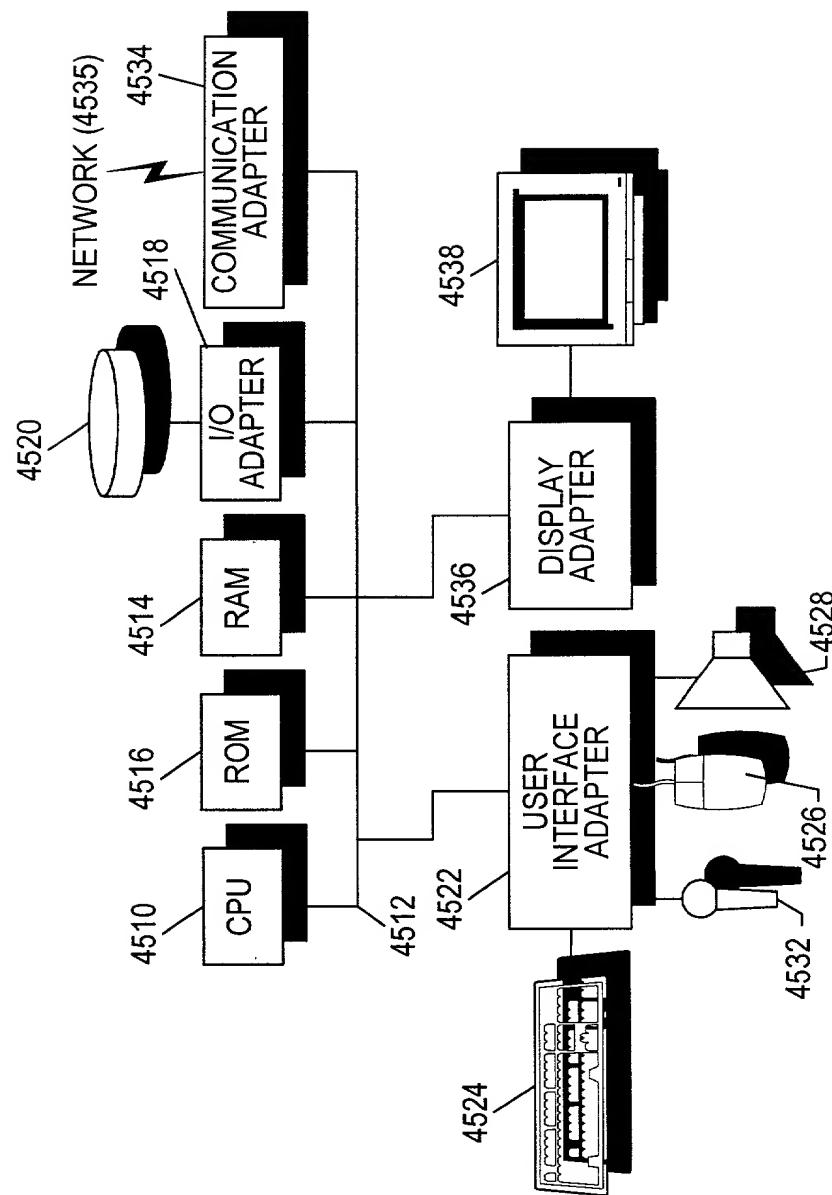


FIG. 44

FIG. 45



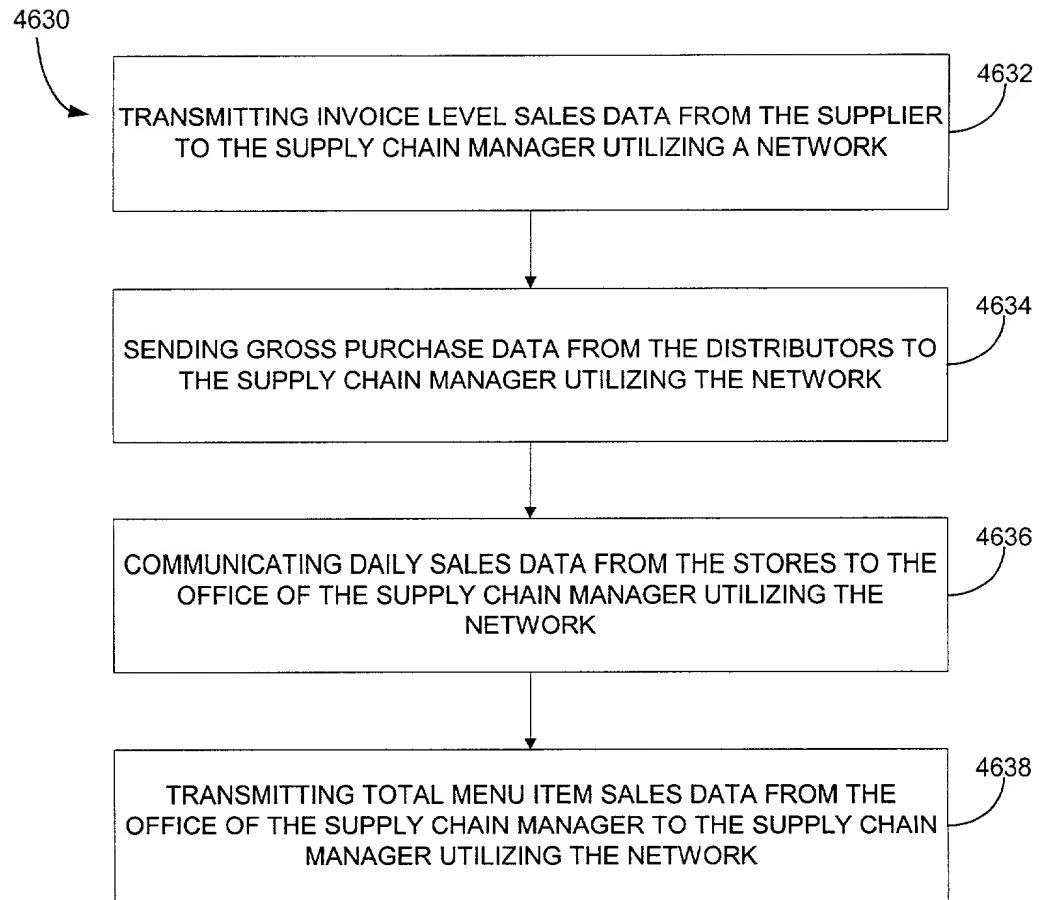


FIG. 46

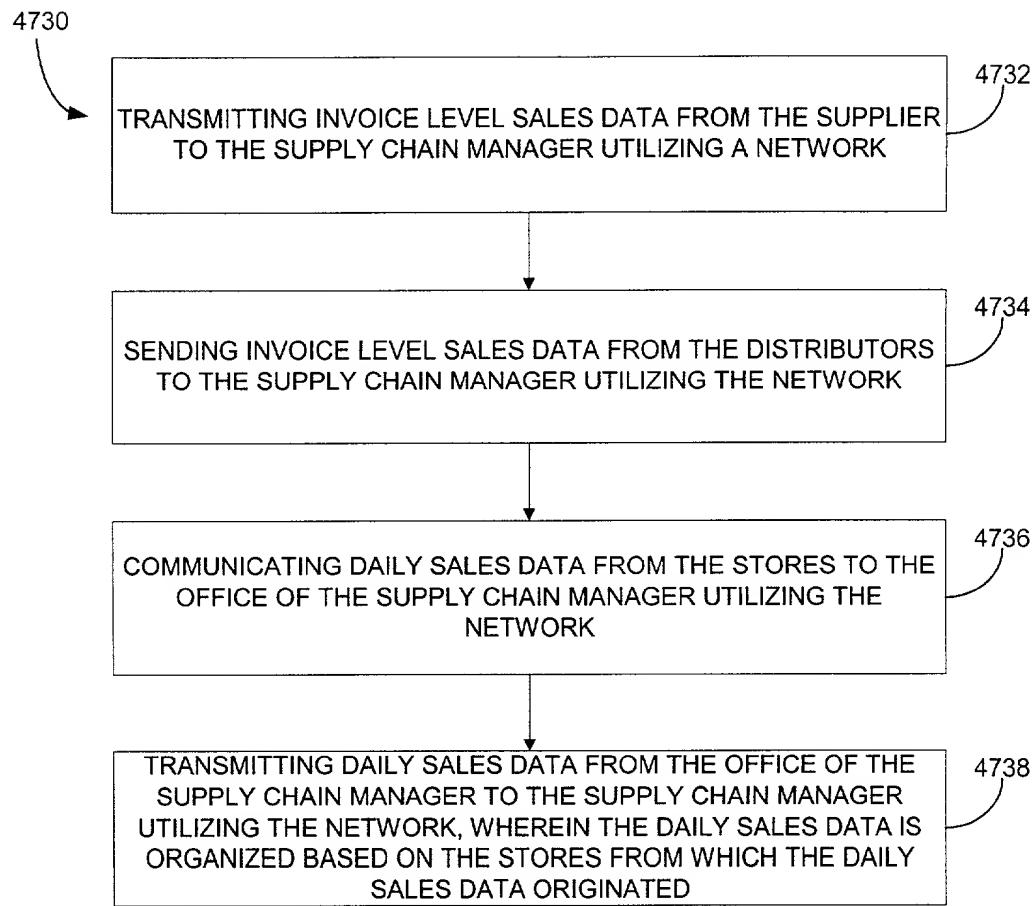


FIG. 47

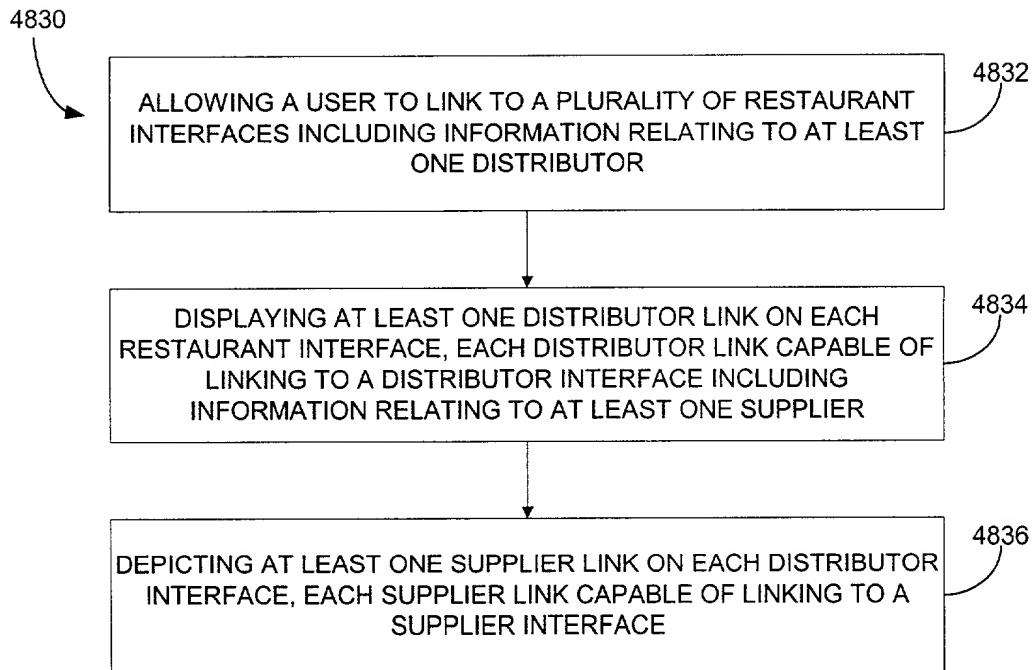


FIG. 48

Restaurant Services, Inc. - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address: Back Stop Forward Home Link

RSI

Restaurant Services, Inc.

BURGER KING® System Independent Purchasing & Distribution Service Co-op

User Name:
Franchisee:

Password: 4902

Enter Site

Click For Help

About RSI

4904

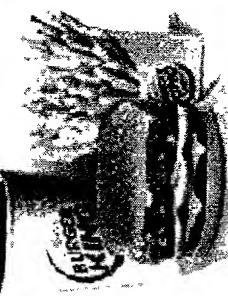
4900

Restaurant Services, Inc. (RSI) is an independent member-owned purchasing cooperative serving BURGER KING® restaurant owners in the United States.

RSI was founded in 1991 as the exclusive purchasing agent for the vast majority of products used by the U. S. BURGER KING system. Its primary purpose is to leverage the buying power of BURGER KING restaurants to achieve favorable contracts for food, packaging, premiums, promotion products, supplies, equipment, distribution and related services on behalf of more than 8,300 restaurants.

RSI's Board of Directors is comprised of BURGER KING franchisees, elected by region, one Burger King Corporation representative and one member appointed by the Minority Franchisee Association. The cooperative maintains a close working relationship with Burger King Corporation, with respective roles and responsibilities outlined in a formal Operating Agreement.

Contact Information
Map/Directions
General Information
Legal Information
More About RSI
Help
BKC Link
NEA Link



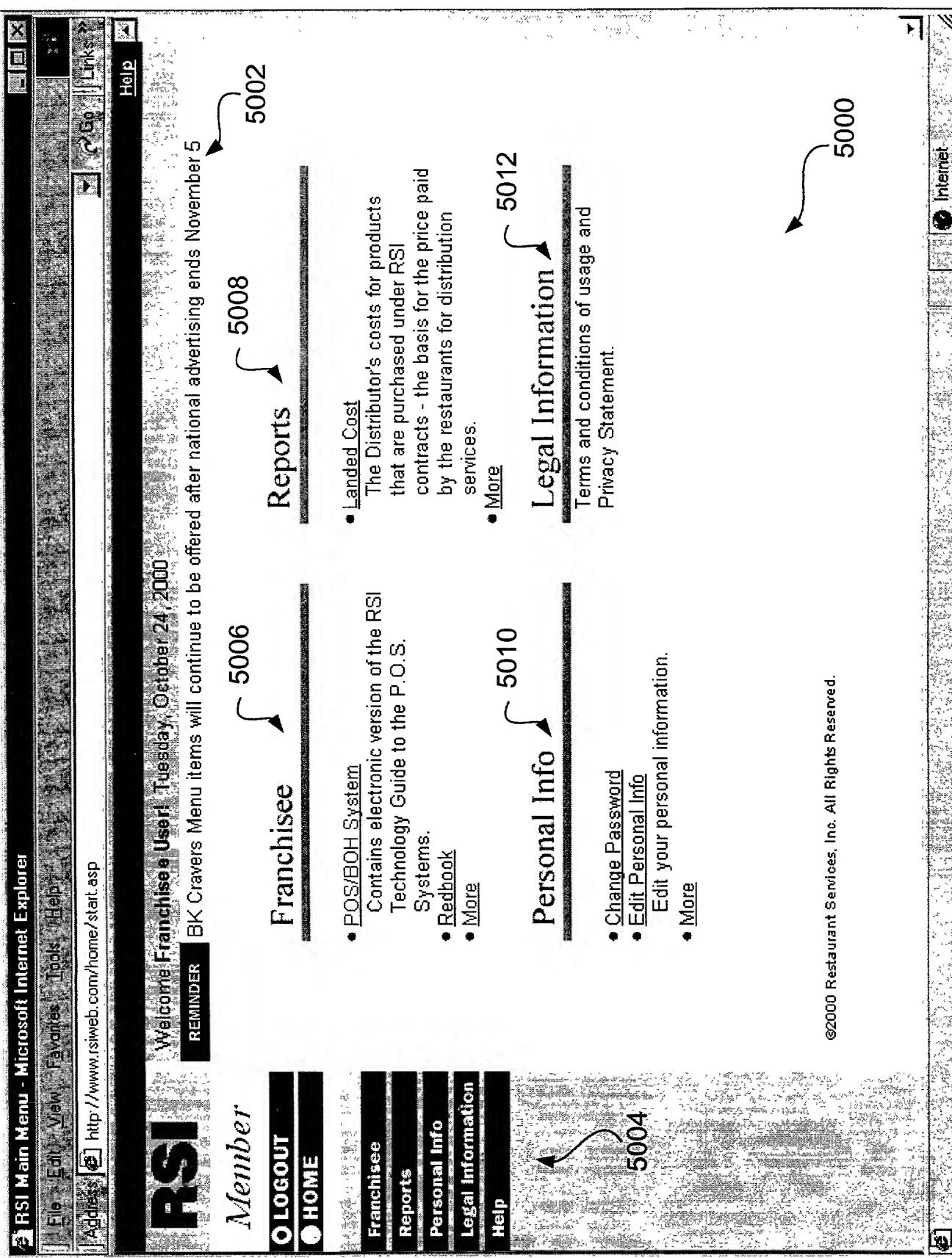




Internet

FIG. 49

FIG. 50



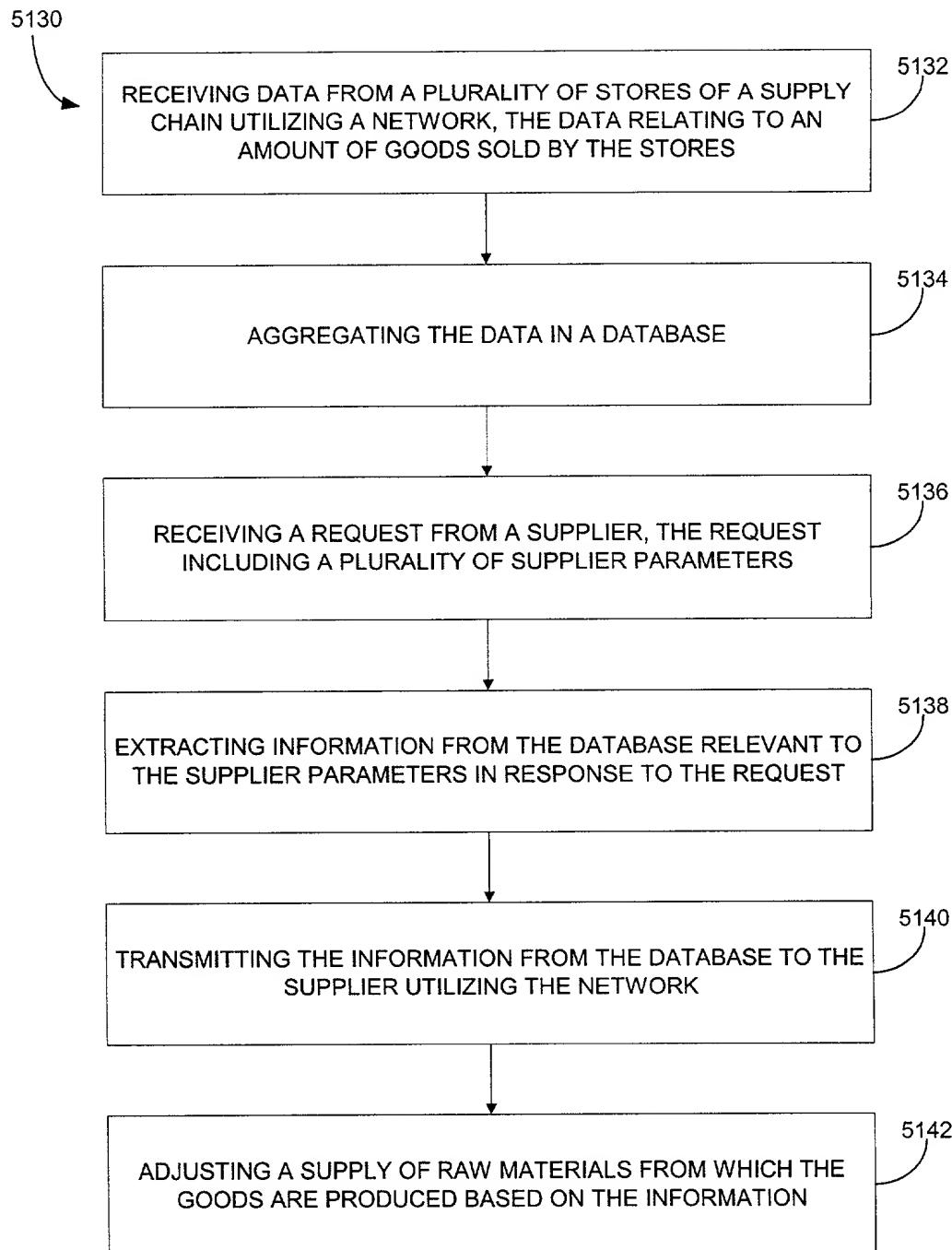


FIG. 51

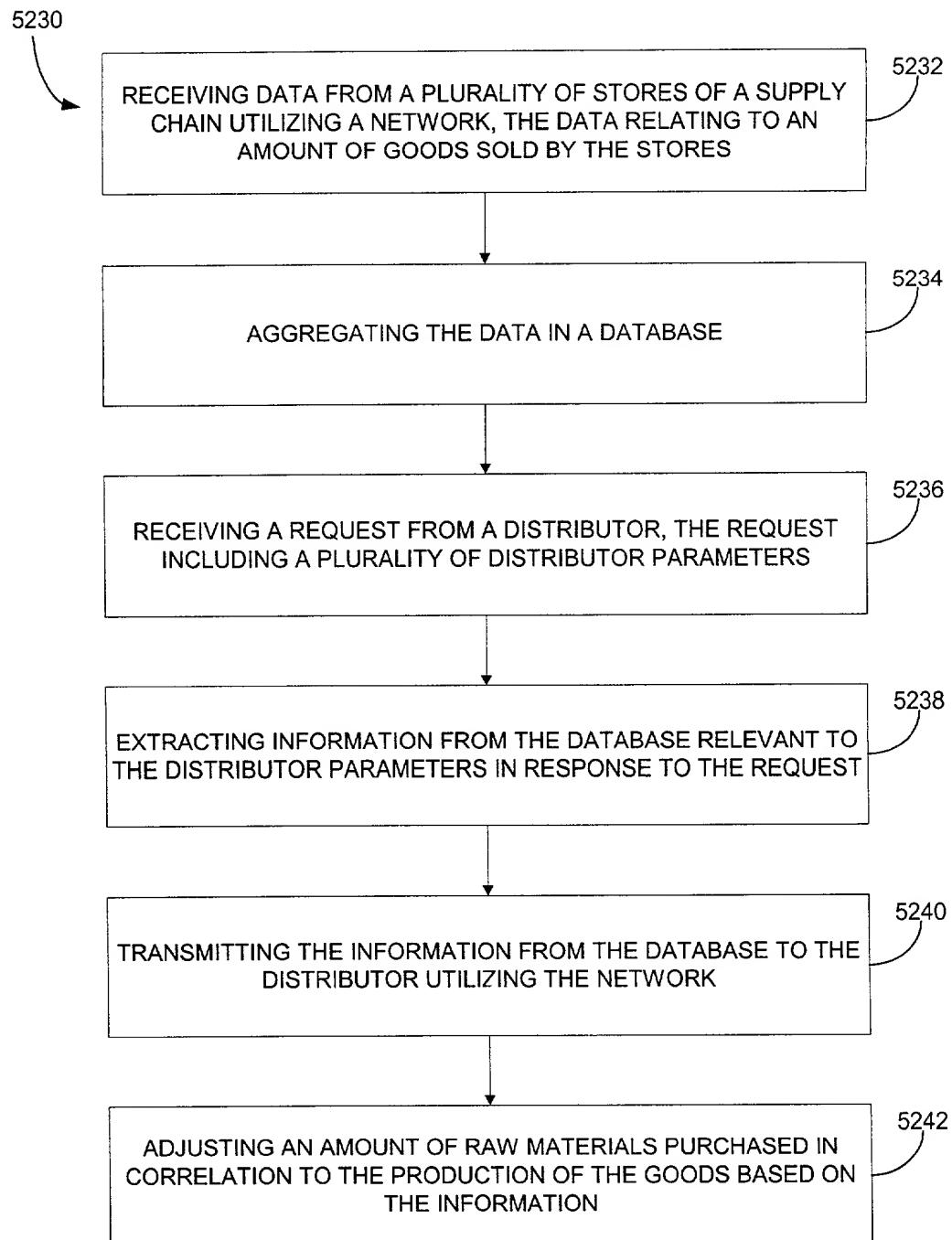


FIG. 52

POS Implied Daily Usage - Distributor - Microsoft Internet Explorer

Distributor

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File Edit View Values Tools Help

Address: http://www.rsiweb.com/dc/d_iposdail.asp

Links: [Go](#) [Help](#)

POS Implied Daily Usage - Distributor
Tuesday, October 24, 2000

5300

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Distributor User. If you are not Distributor User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

14 Day Rolling (Total Cases)										Week Ending Total									
DC Item No	Item Description	14 Day Avg	% Chg	10/20	10/21	10/19	10/18	10/17	10/16	10/14	10/13	10/12	10/11	10/10	10/9	10/2	9/25	9/18	
	Number of Restaurants Serviced by DC	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	197	
16986	SAUCE:BBQ BULK BULLSEYE	13	21	23	18	16	16	16	18	14	21	21	21	15	13	109	90	72	
20788	MUSTARD: BULK BK	12	19	20	18	14	14	13	14	14	19	19	18	16	15	14	110	104	100
24340	MAYONNAISE: BULK BK	134	197	211	173	166	154	163	160	200	206	175	185	151	13	109	1146	1142	1109
24966	STRAW: WRAPPED 7.75' BK	21	33	34	27	25	24	24	24	34	33	33	27	24	24	189	179	186	178
25618	FORK:WRAPPED BULK BK	10	11	12	10	9	8	9	8	11	12	11	10	9	9	70	71	56	58
25652	KNIFE:WRAPPED BULK BK	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
27682	KETCHUP: BULK BAG IN BOX	88	134	142	116	104	102	101	100	136	139	115	108	102	102	796	771	778	748
27690	KETCHUP: PACKETS 10g BK	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%

Done

Internet

FIG. 53

FIG. 54

Local DC Promotion Forecast Report - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address: http://test.rlslink.com/dc/d_lptpromodetail.asp?dc=265576

Printer Friendly Version

Distributor

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REINHART - CEDAR RAPIDS, IA

Local Promotion Summary by DC

Tuesday, October 24, 2000

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Local Promotion Option	DCI	Start Date	Projected Dry Usage	Duration (In Weeks)	Participating Rest Count	Non-Participating Restaurants
32 oz. Motor Cup	Chicago, IL	5/1/00	85	99	8	
	Davenport-RM-Moline, IA	6/1/00	85	32	17	
	Des Moines-Ames, IA	7/1/00	85	17	28	
	Omaha, NE	7/1/00	85	17	50	
	Peoria, IL	6/1/00	85	99	17	
	Sioux City, IA	6/26/00	85	99	10	
	Springfield-Decatur-Chmpg, IL	6/1/00	85	99	1	
	Cedar Rapids-Waterloo-Dubuque, IA				131	
	Davenport-RM-Moline, IA	4/15/00			9	
	Ottumwa-Kiltisville, IA	4/15/00			17	
	Big King Total				3	
	Pancake Minis	5/15/00	20	99	8	
	Peoria, IL	6/1/00	20	99	17	
	Sioux City, IA	4/15/00	20	99	10	
	Pancake Minis Total				35	

Done Internet

FIG. 55

FIG. 56

Restaurant Landed Cost Verification Report - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address: http://www.rsiweb.com/ran/r_iplic.asp?report=true

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Franchisee

Landed Cost Report

Printer Friendly Version Restaurant Landed Cost Verification Report

Report Date: Sunday, October 22, 2000
 Restaurant Number: 0003473
 Distribution Center: REINHART - CEDAR RAPIDS, IA

Report Contact: Robert Harris
 Contact Number: 305-529-3409

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Franchisee User. If you are not Franchisee User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

RSL Item No	RSL Item Description	DC Cost	Markup	Rest. Cost
10340	REGISTER TAPE THERMAL 2.25" X 100'	\$21.27	\$1.57	\$22.84
12860	SUGAR SUBSTITUTE-PINK PKT 2000 CT	\$5.87	\$1.57	\$7.44
18988	SAUCE-BULK KRAFT BULLSEYE	\$24.48	\$1.57	\$26.05
18432	COFFEE-FOLGERS REGULAR	\$44.50	\$1.57	\$46.07
20768	MUS ARB BULK 3 GAL	\$6.46	\$1.57	\$8.02
20940	WRAP-LOCAL OPTION	\$29.78	\$1.57	\$31.35
24340	SAUCE-BULK MAYONNAISE	\$7.81	\$1.57	\$9.38
24500	WATER ICE MOUNTAIN .5L	\$6.41	\$1.57	\$7.98

Internet Done

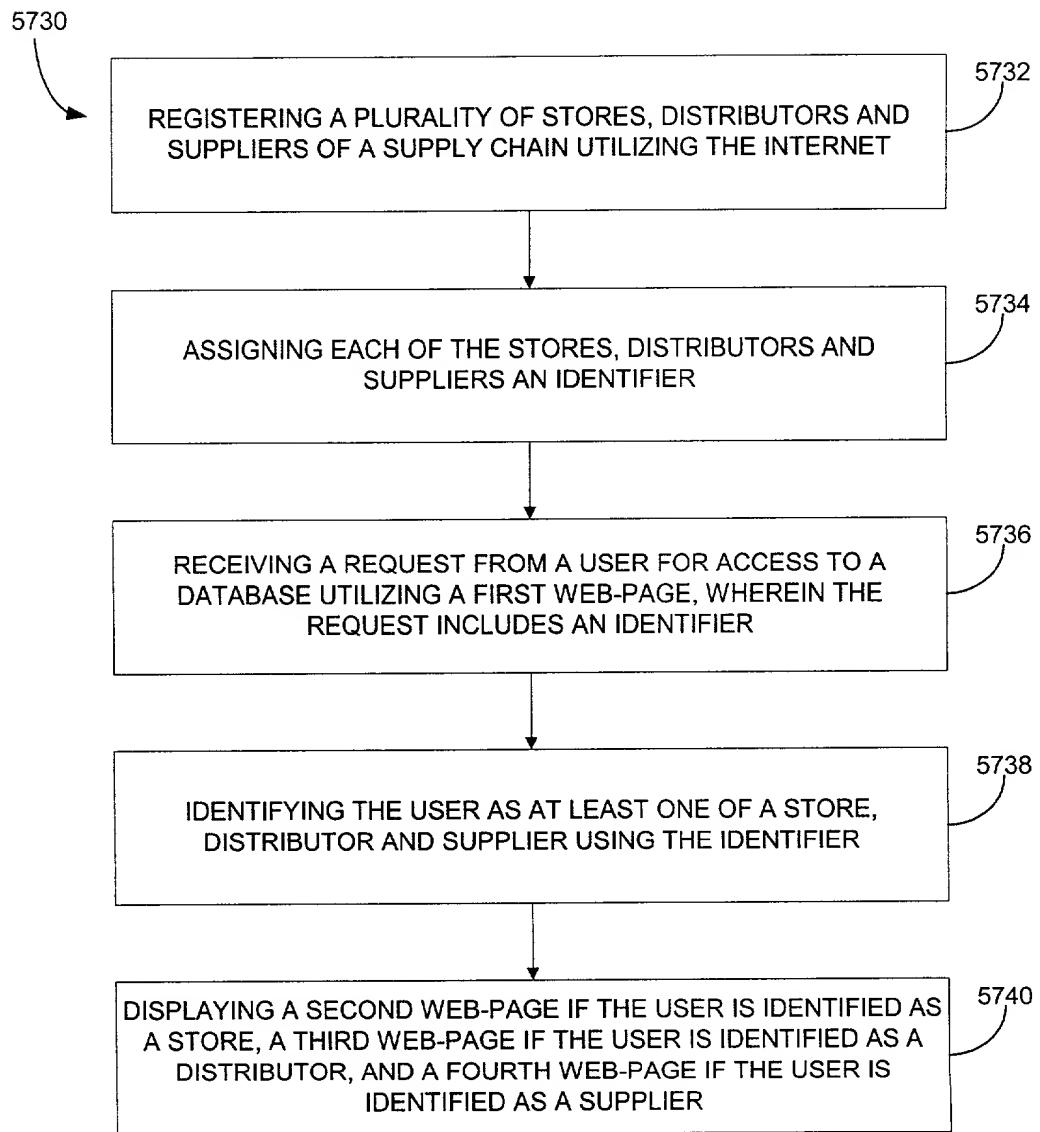
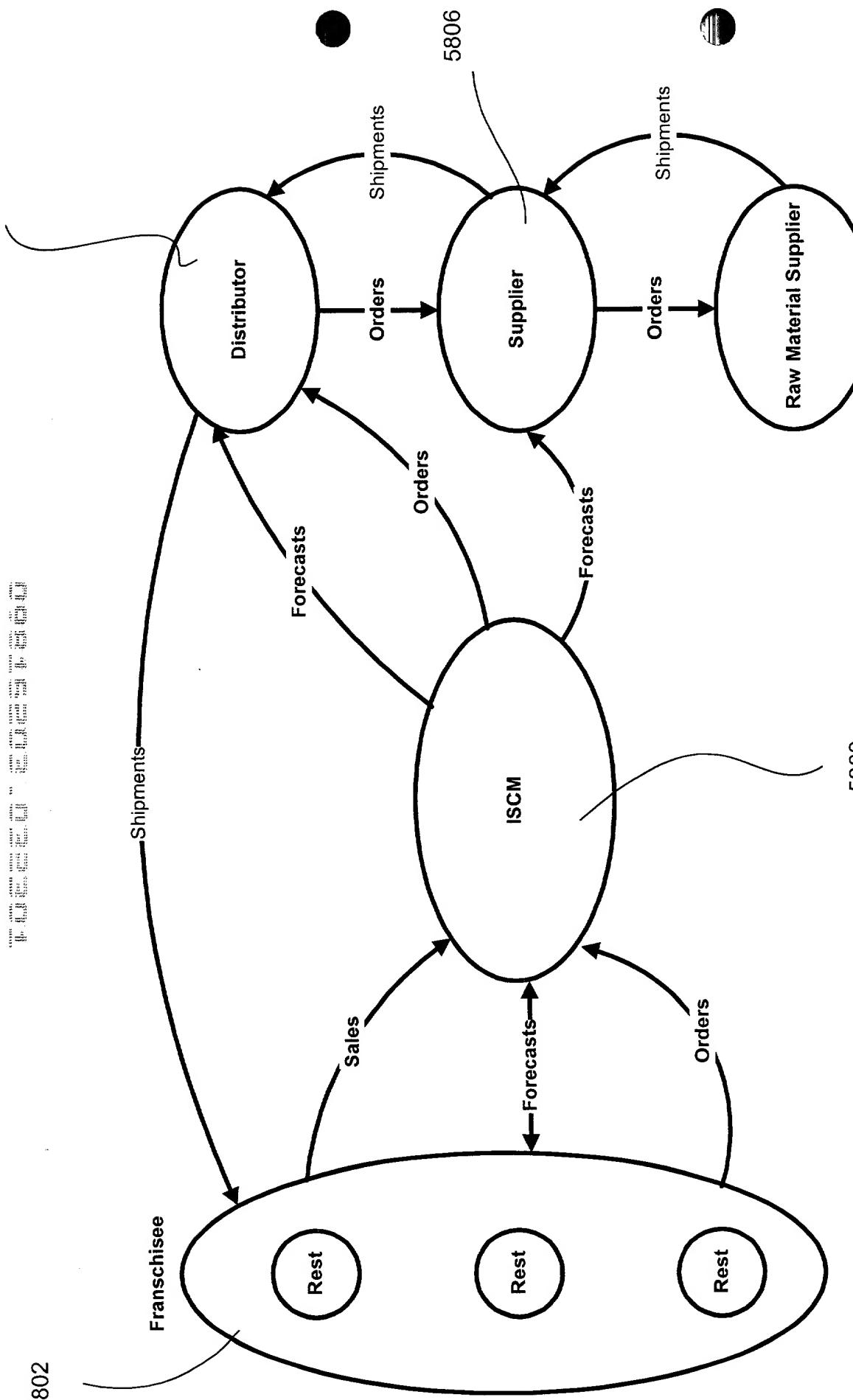


FIG. 57

5808

Fig. 58

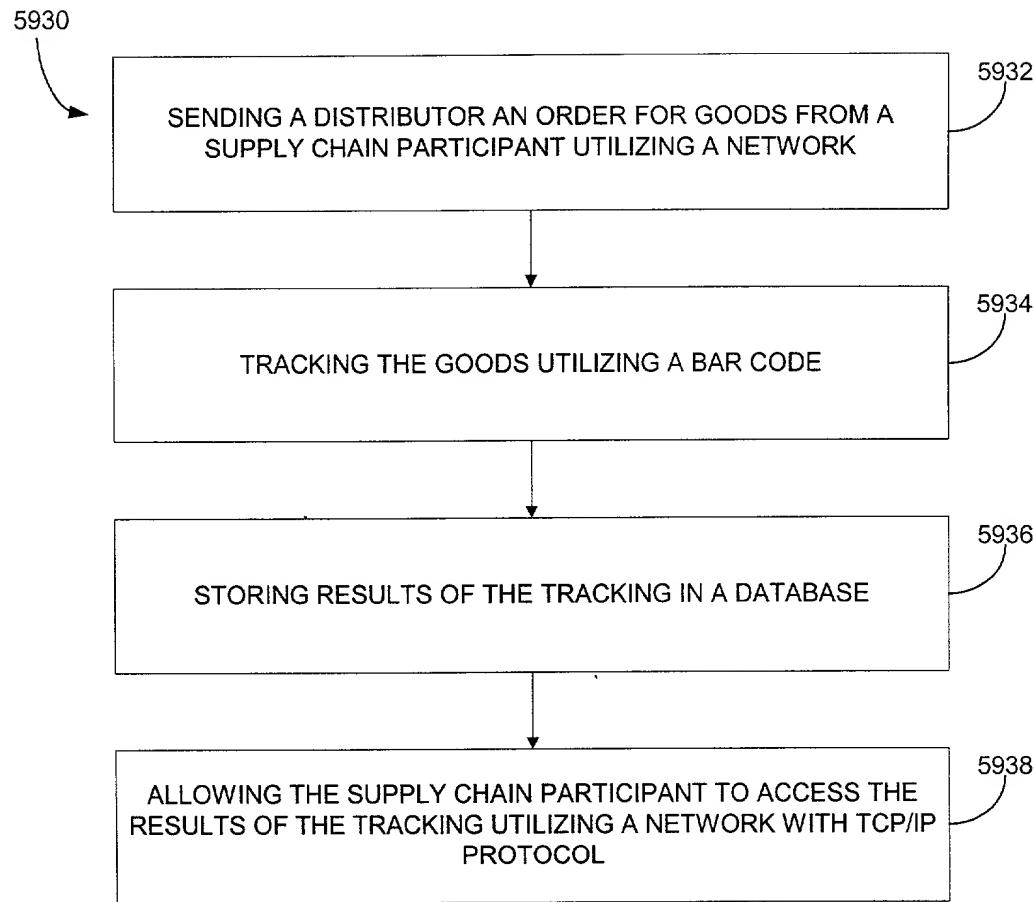
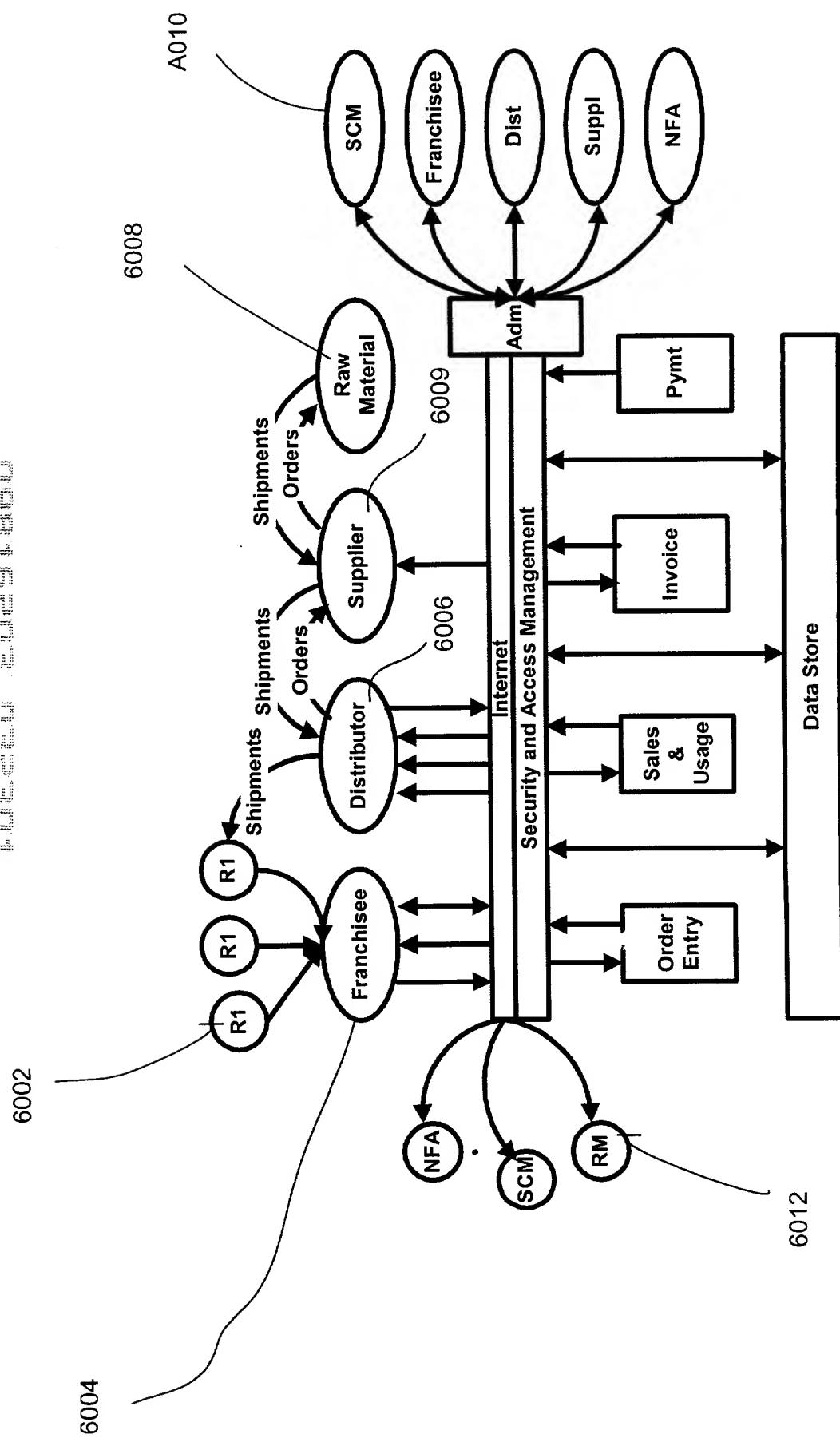


FIG. 59

Fig. 60



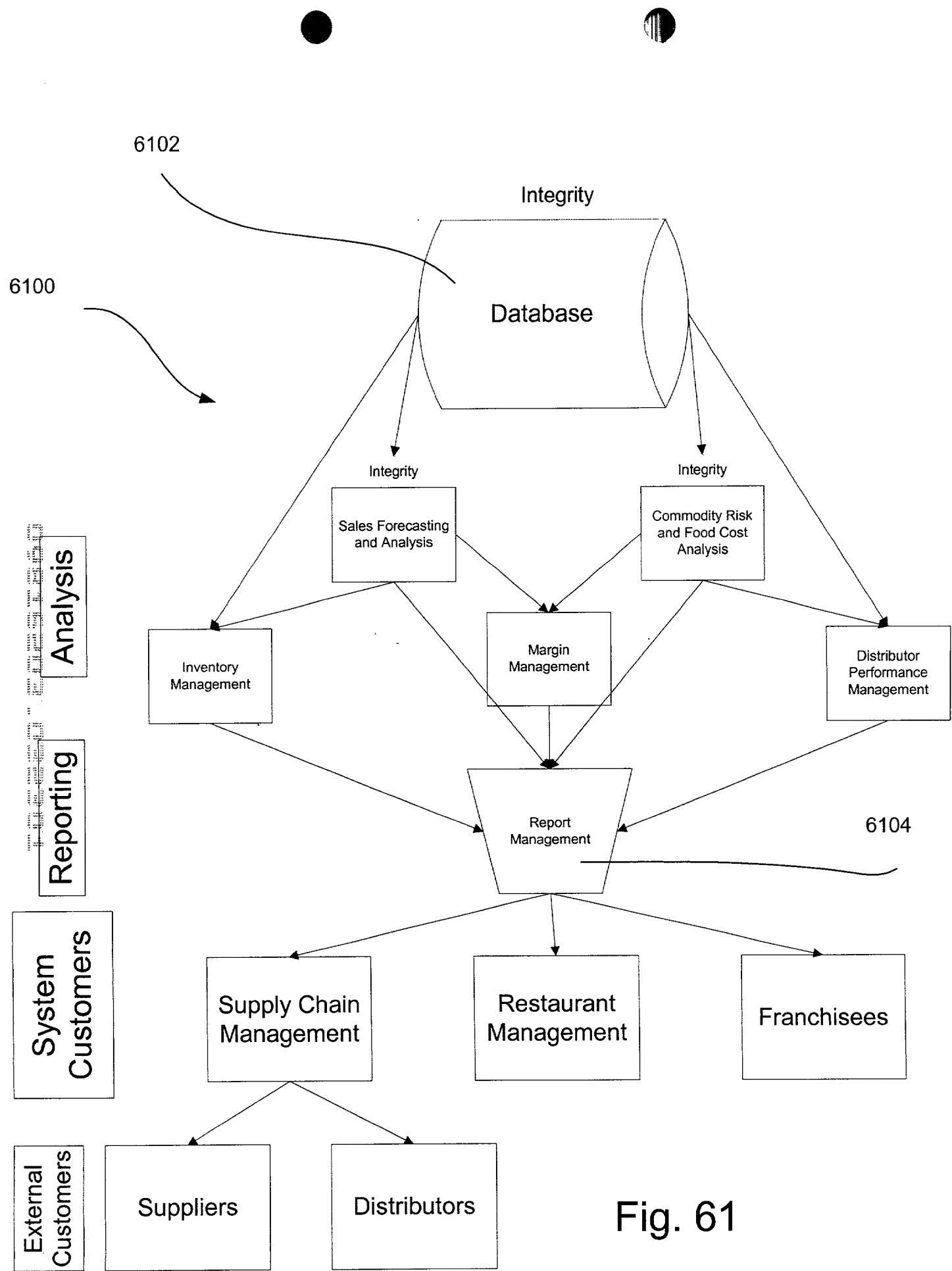


Fig. 61

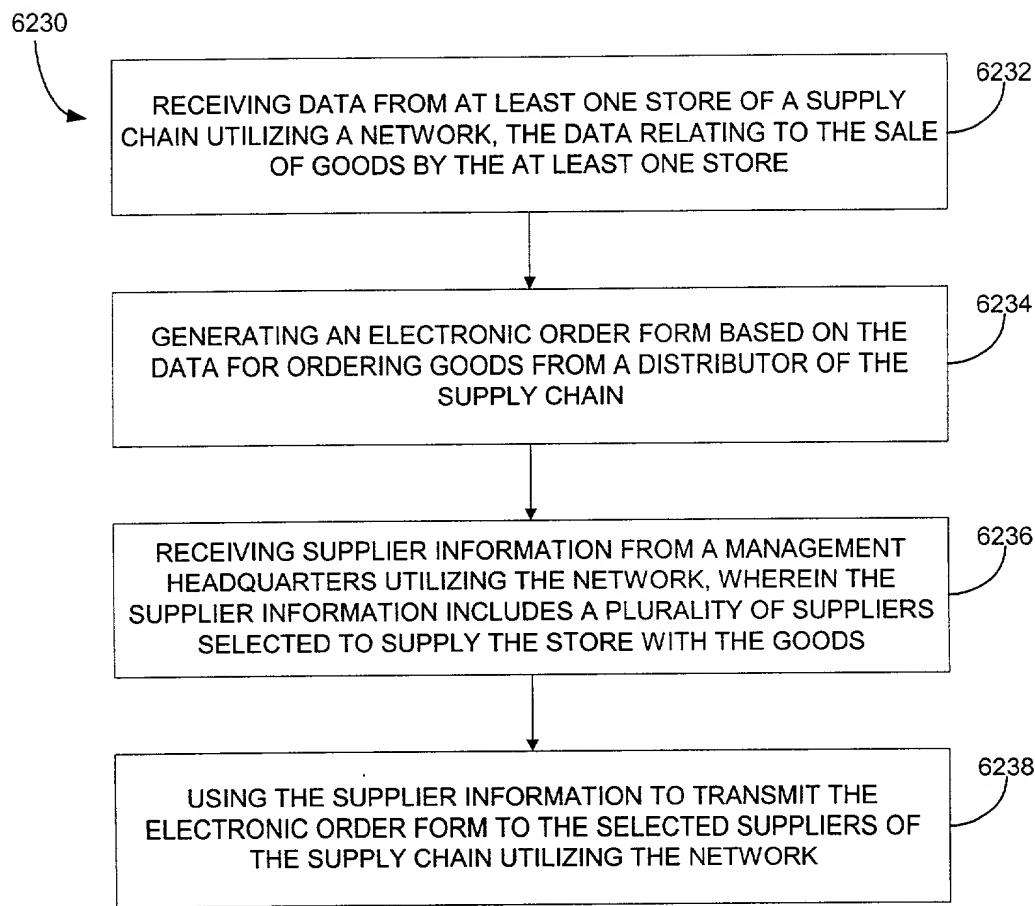


FIG. 62

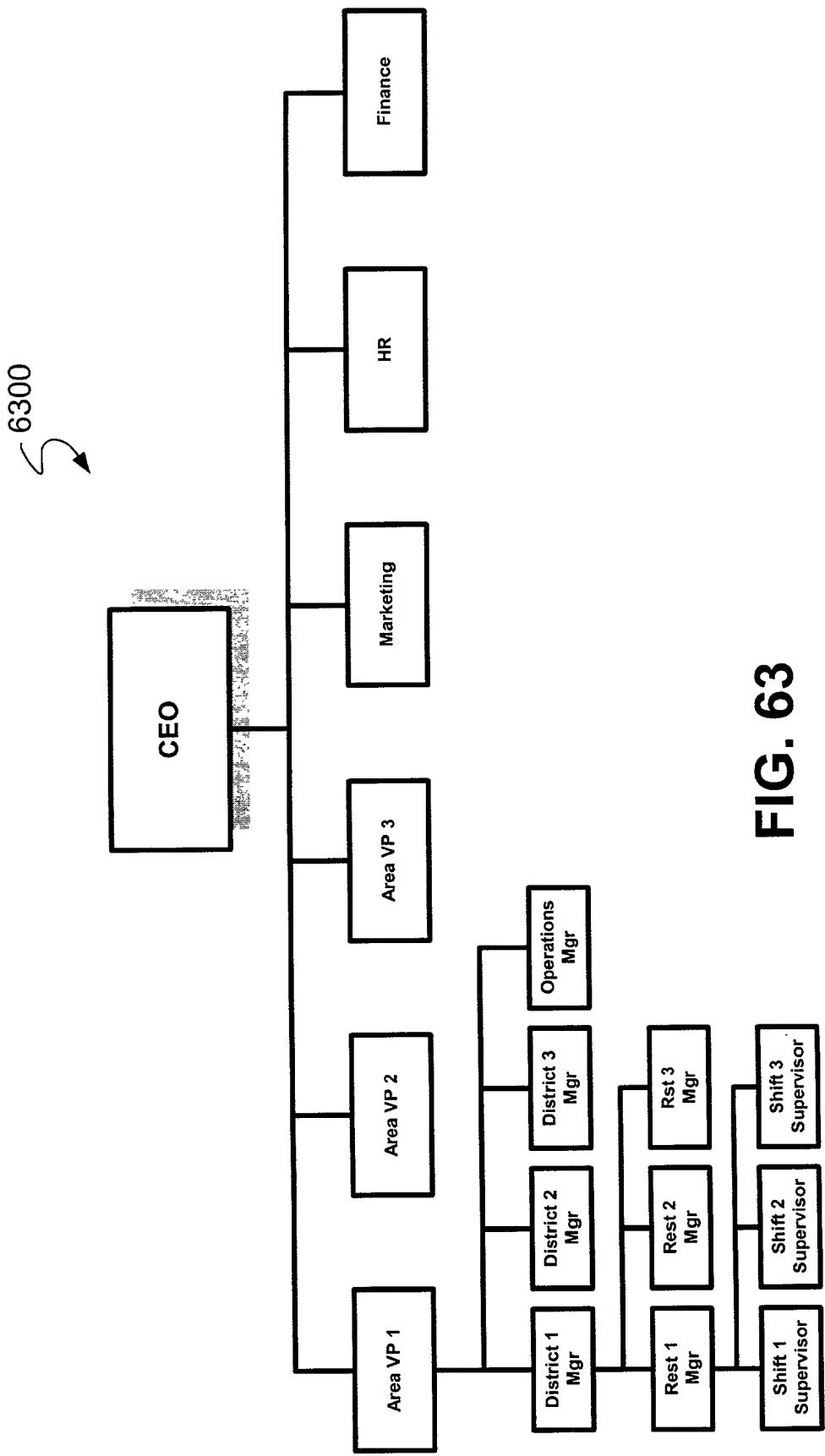


FIG. 63

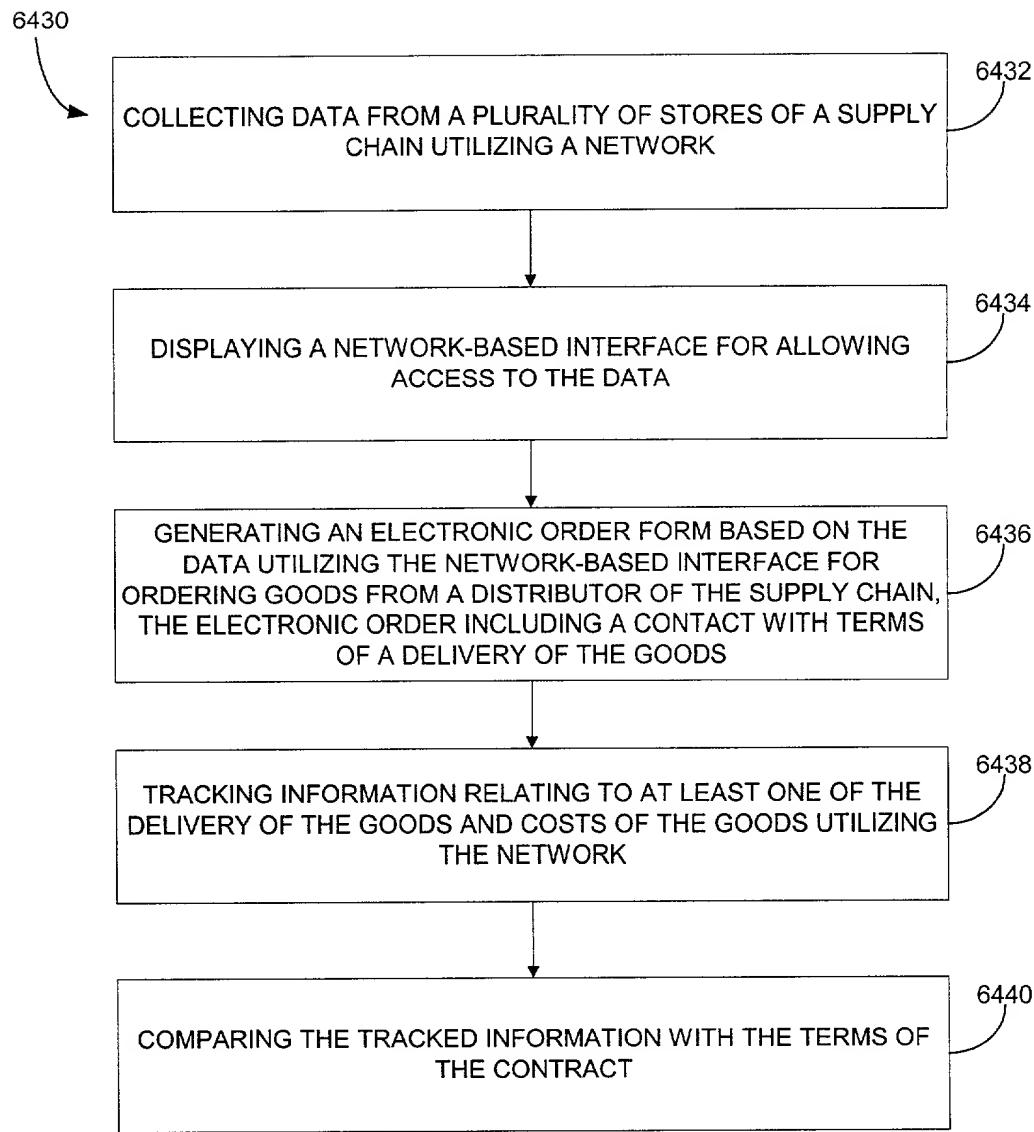


FIG. 64

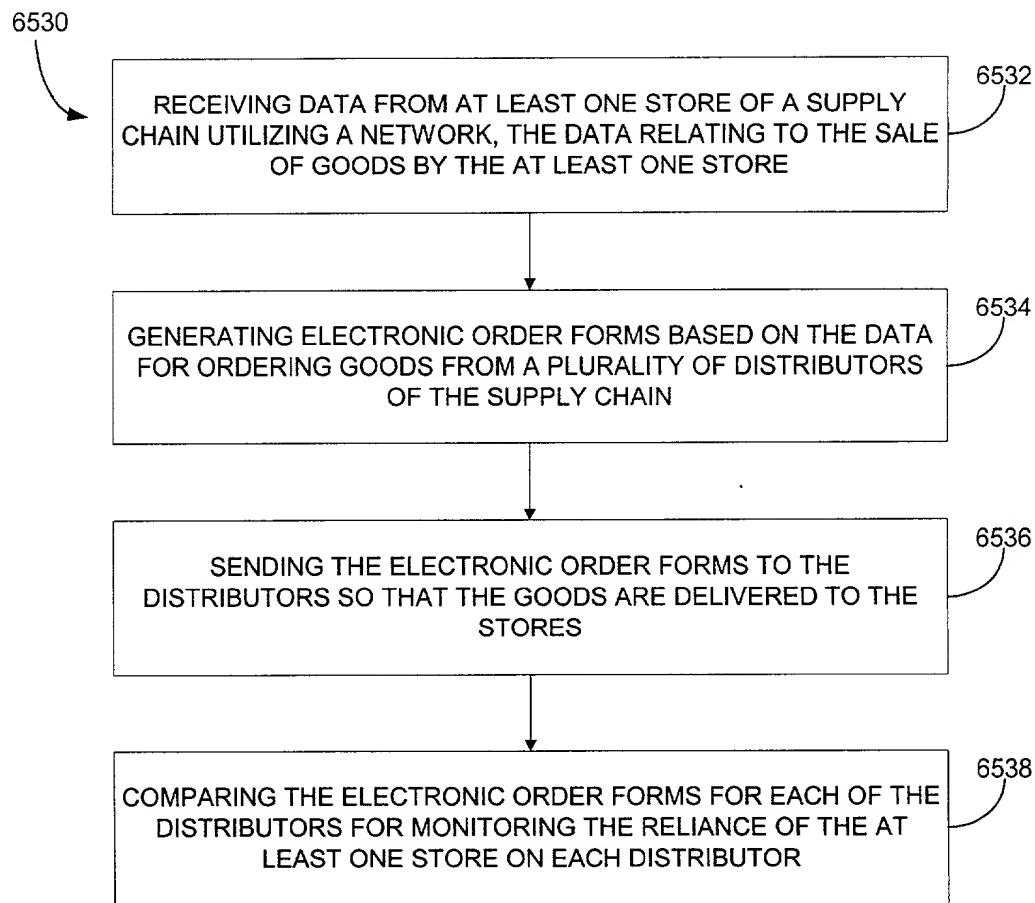


FIG. 65

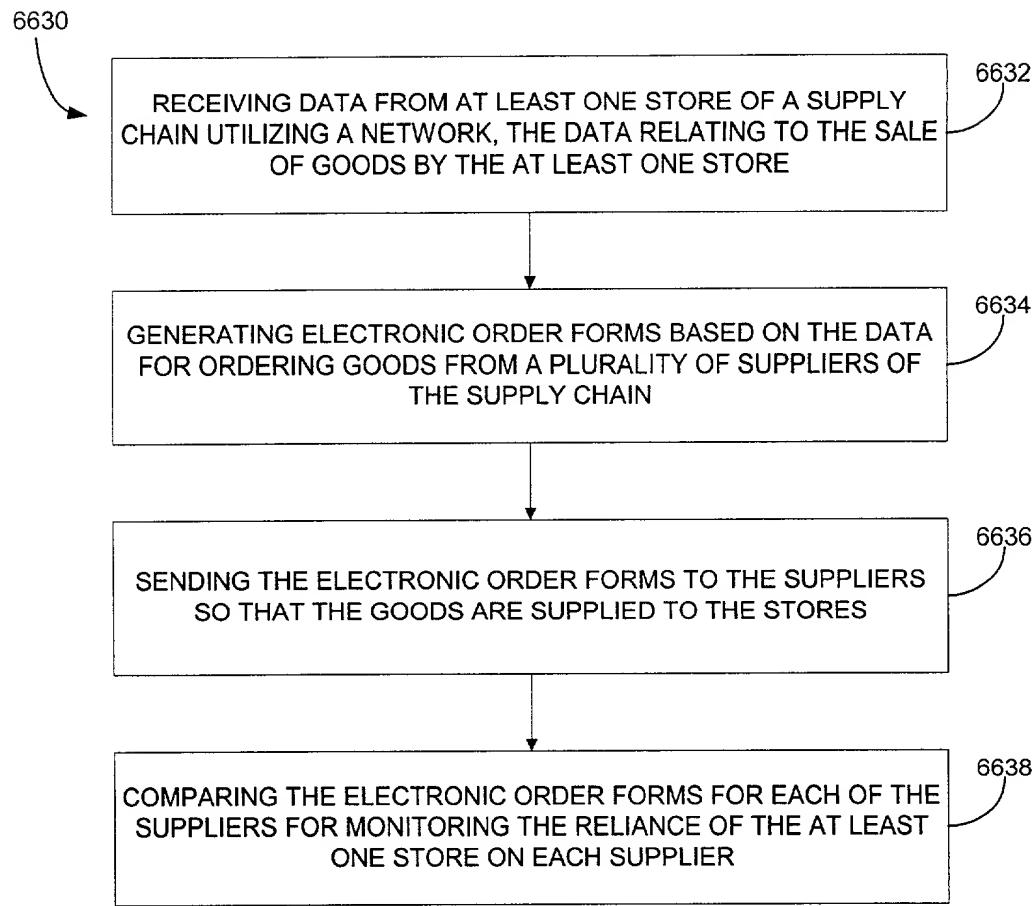


FIG. 66

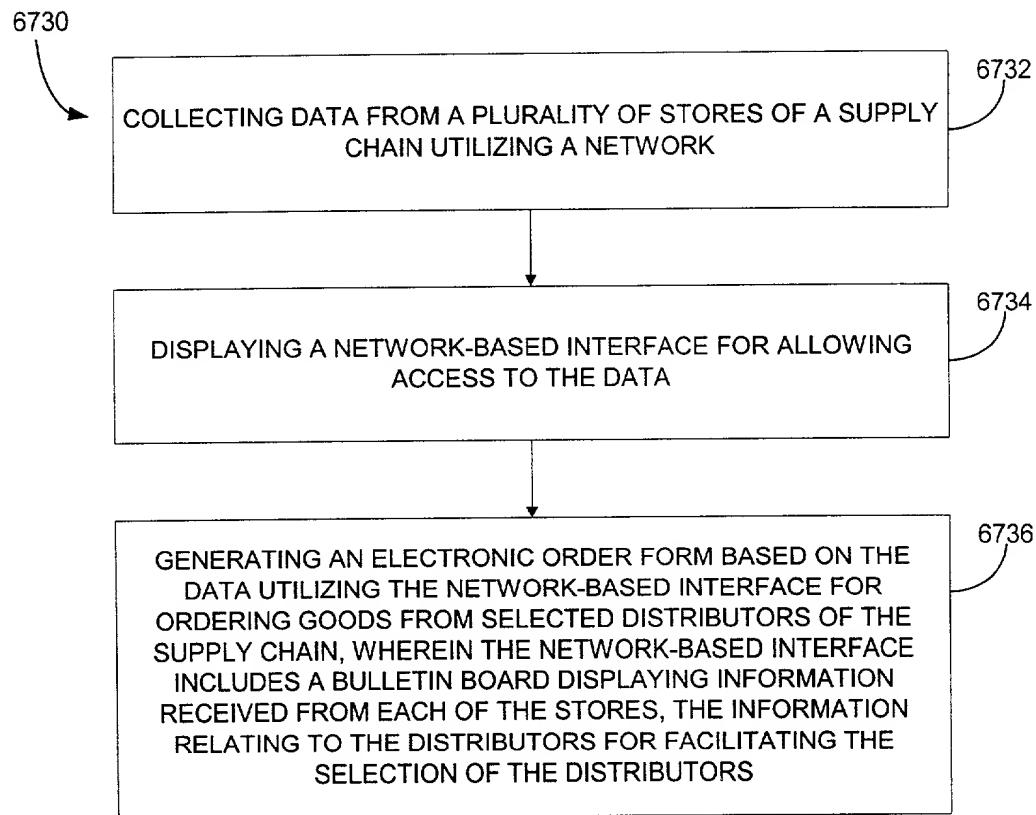


FIG. 67

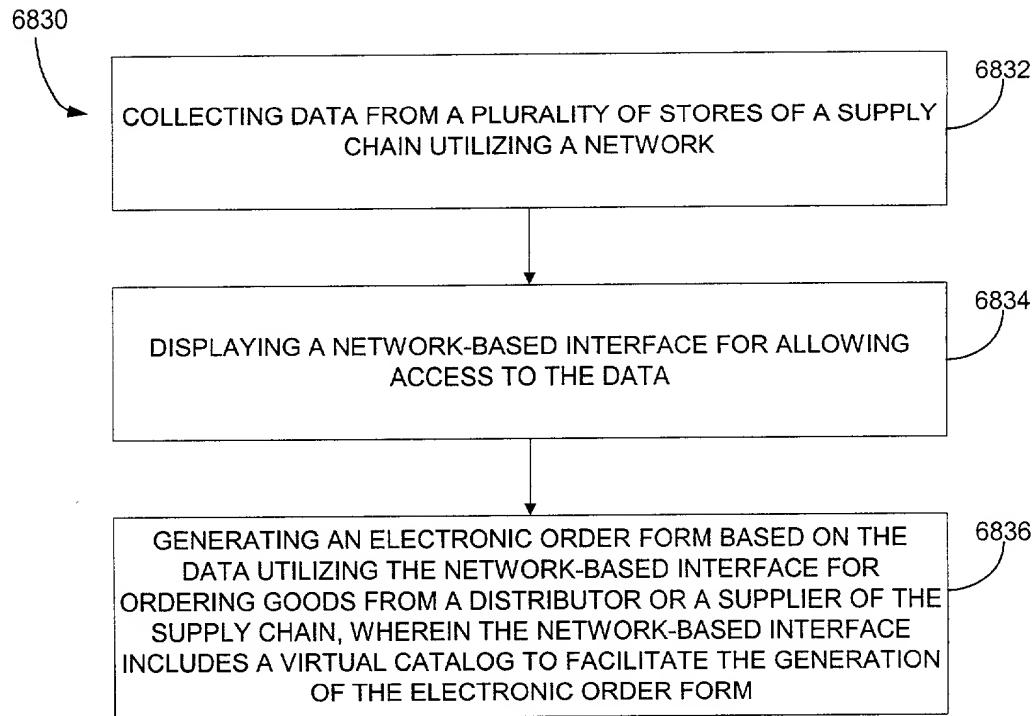
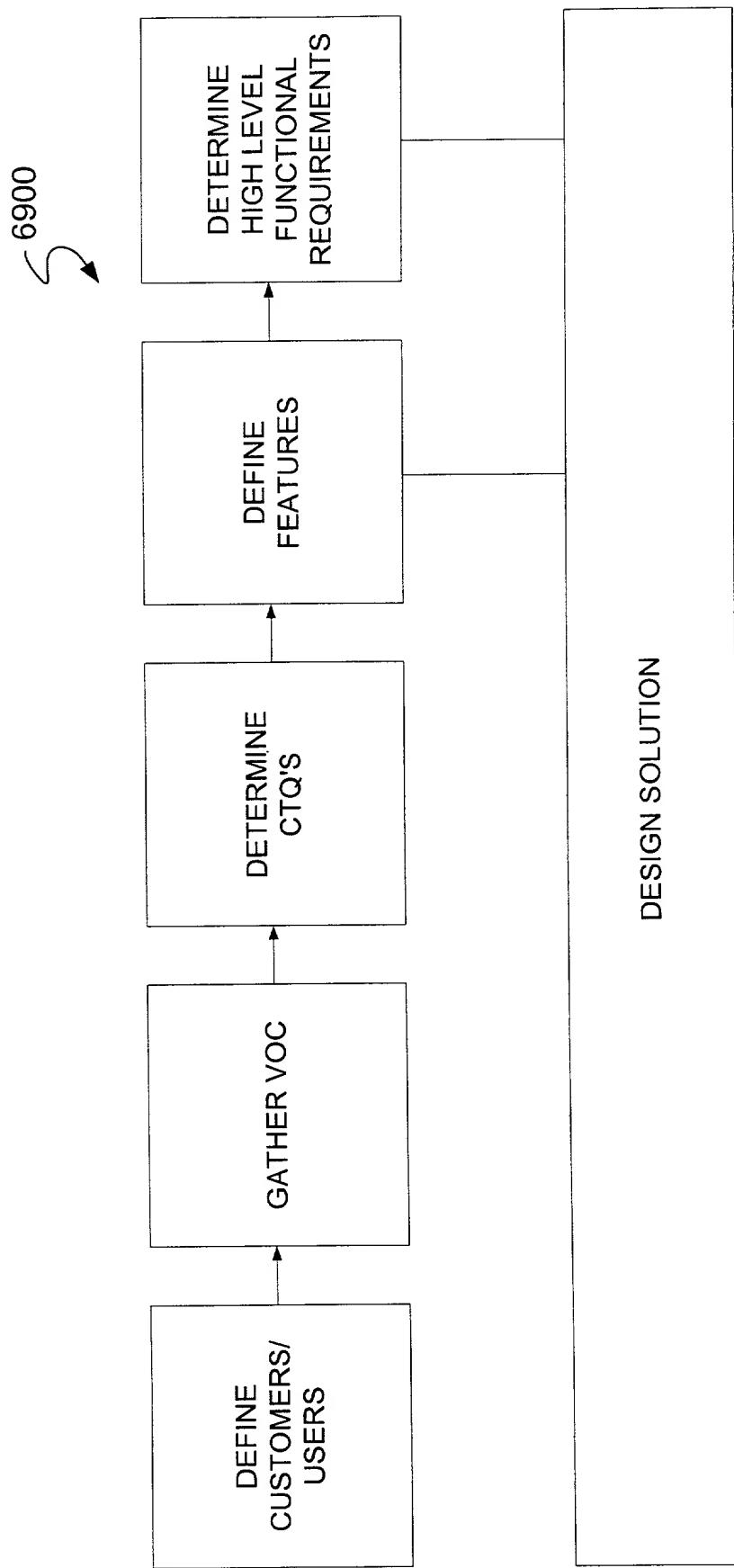


FIG. 68

FIG. 69



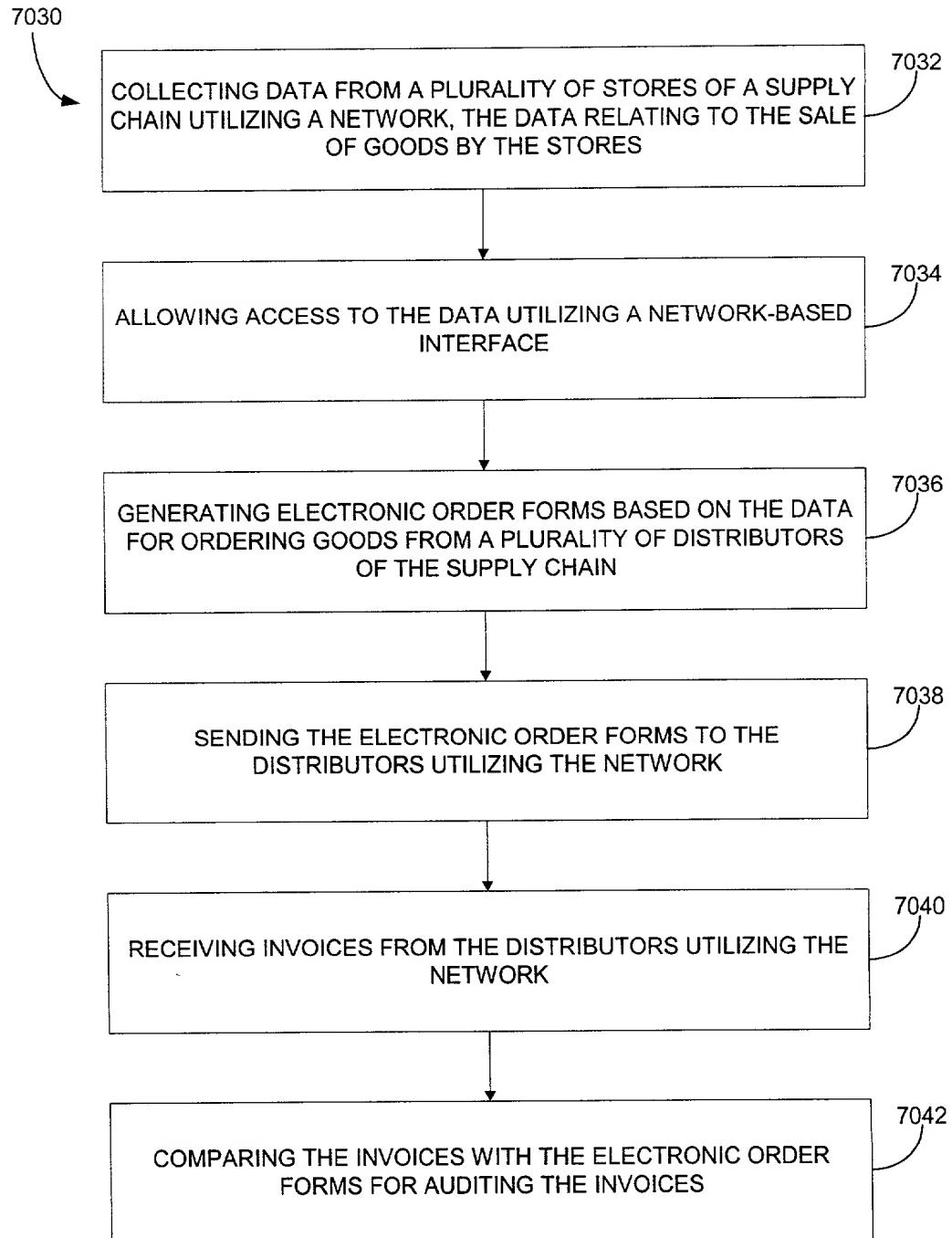


FIG. 70

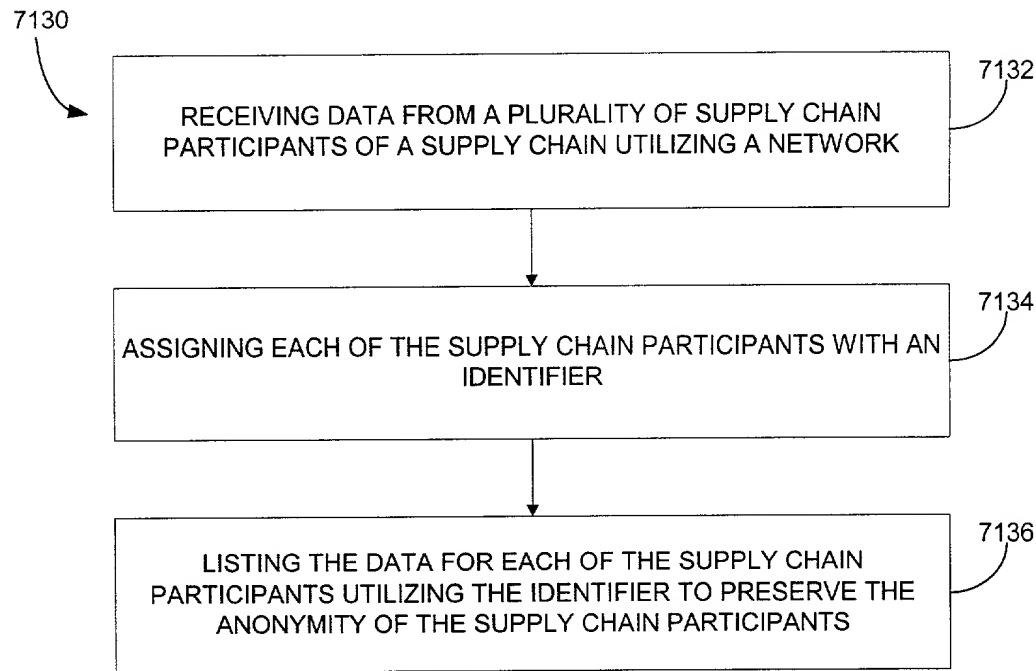


FIG. 71

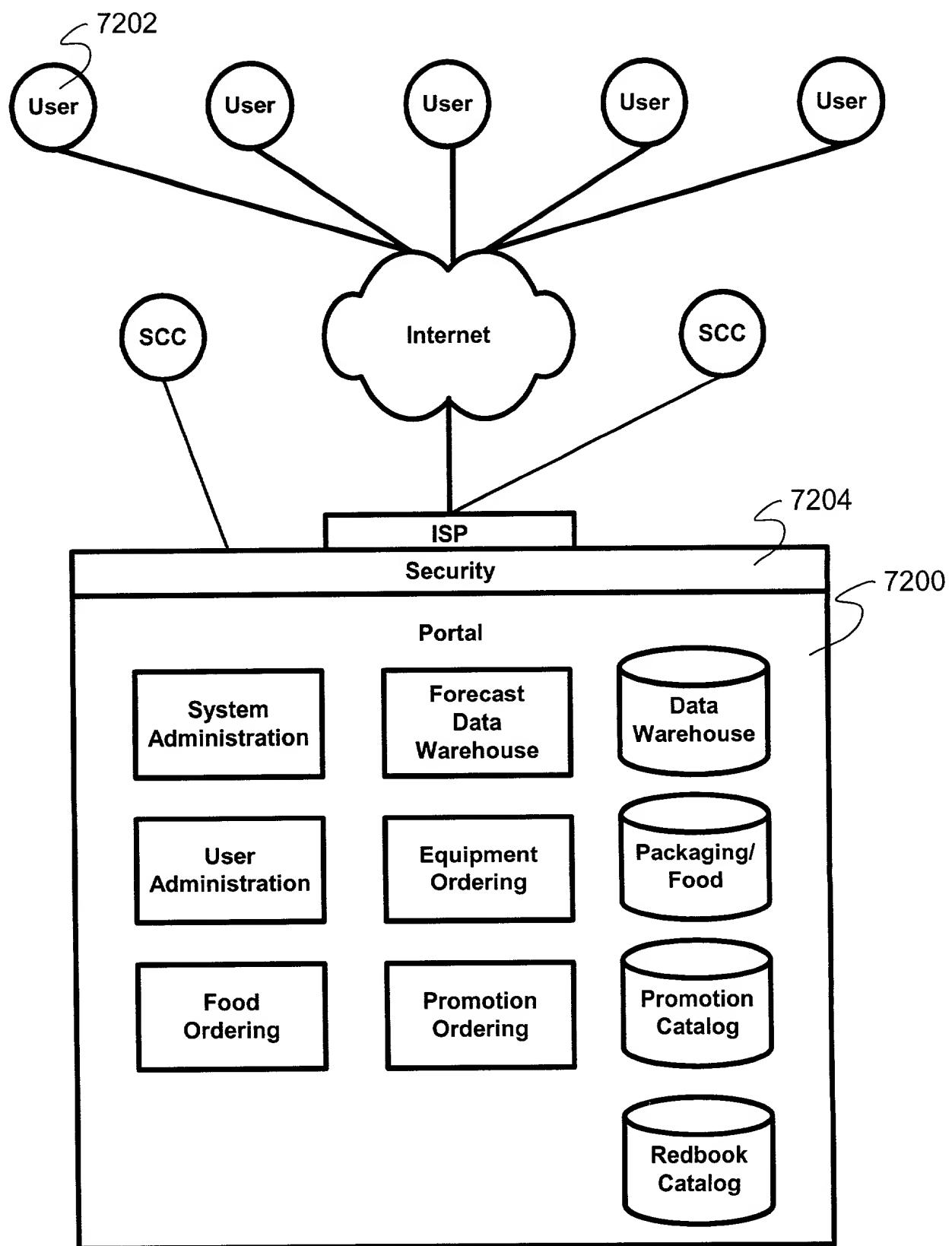


FIG. 72

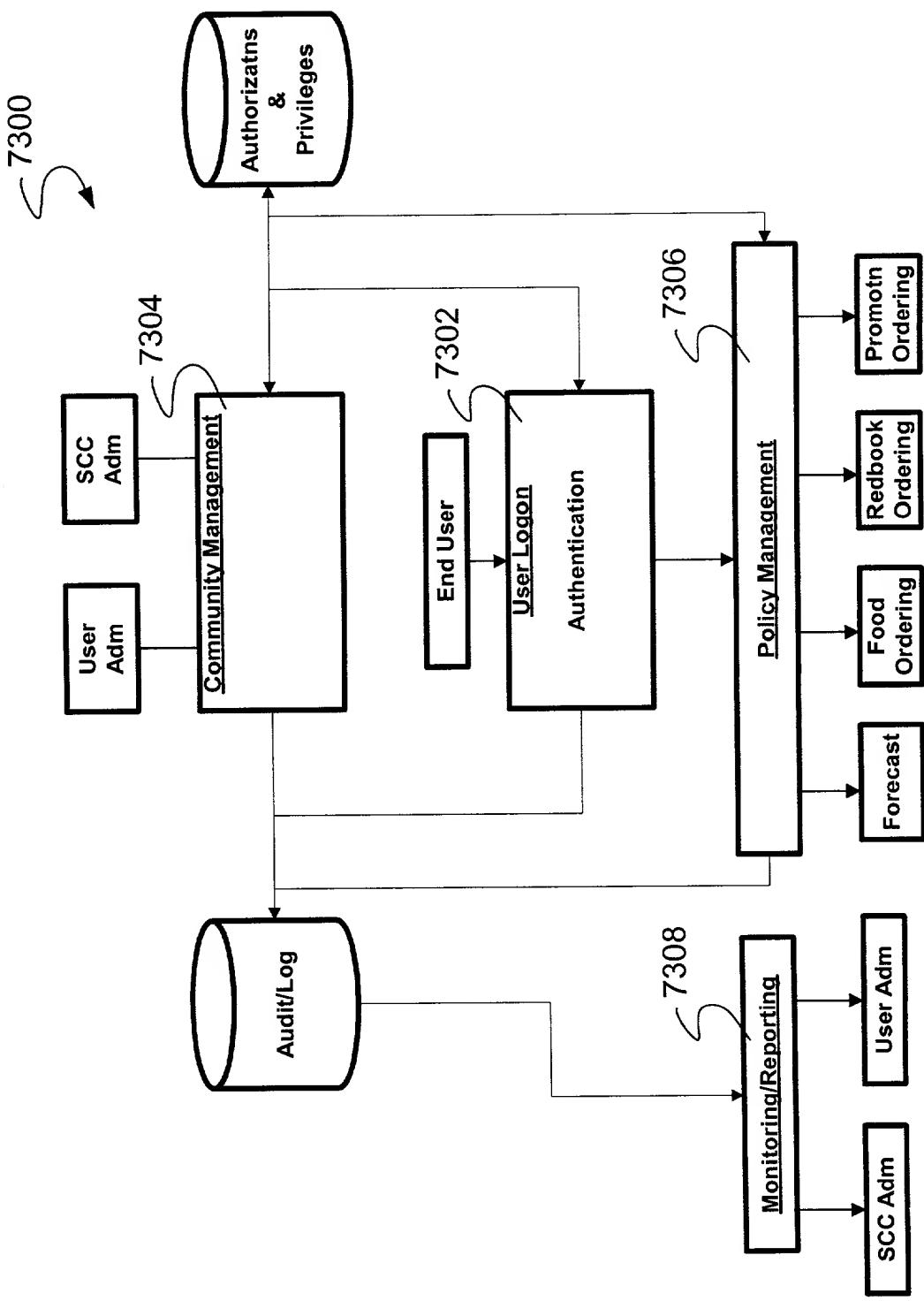
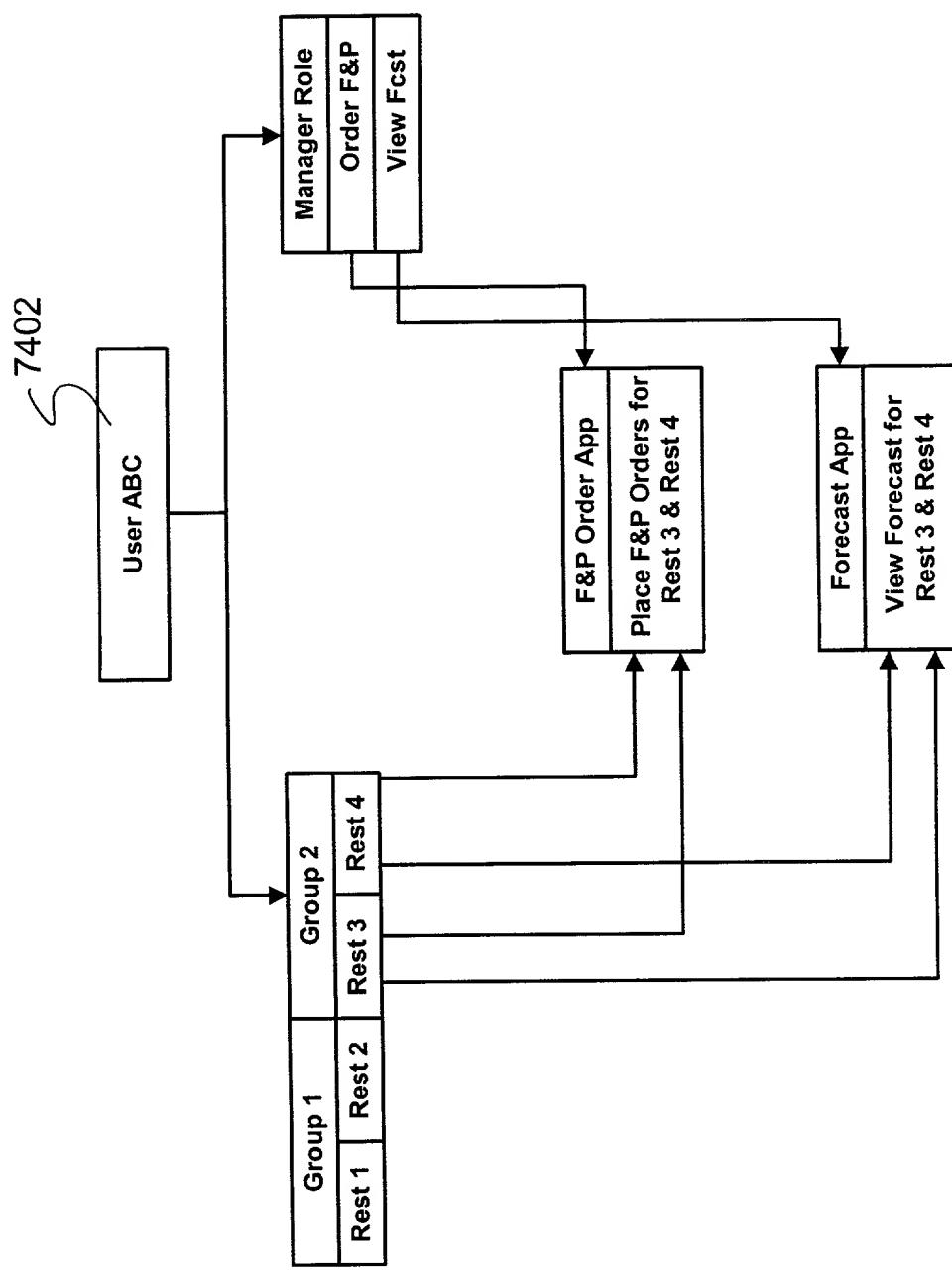


FIG. 73

FIG. 74



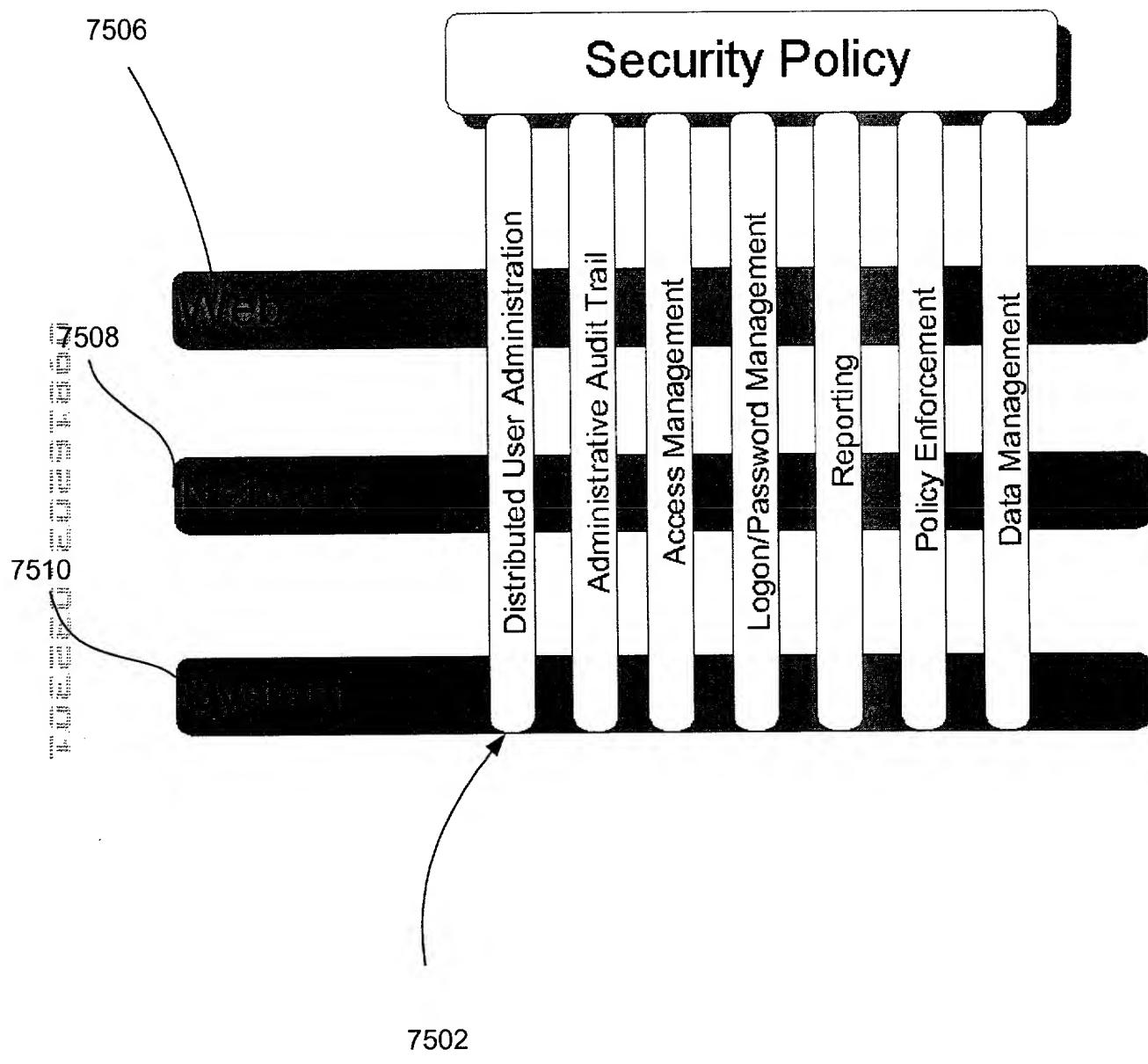


Fig. 75

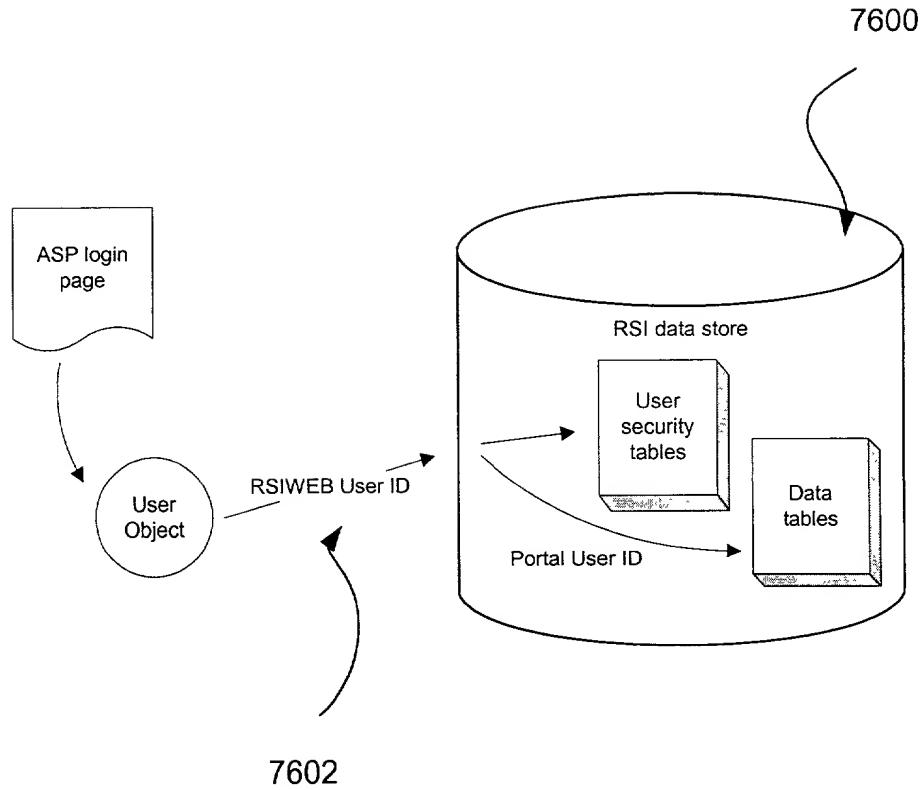


Fig. 76

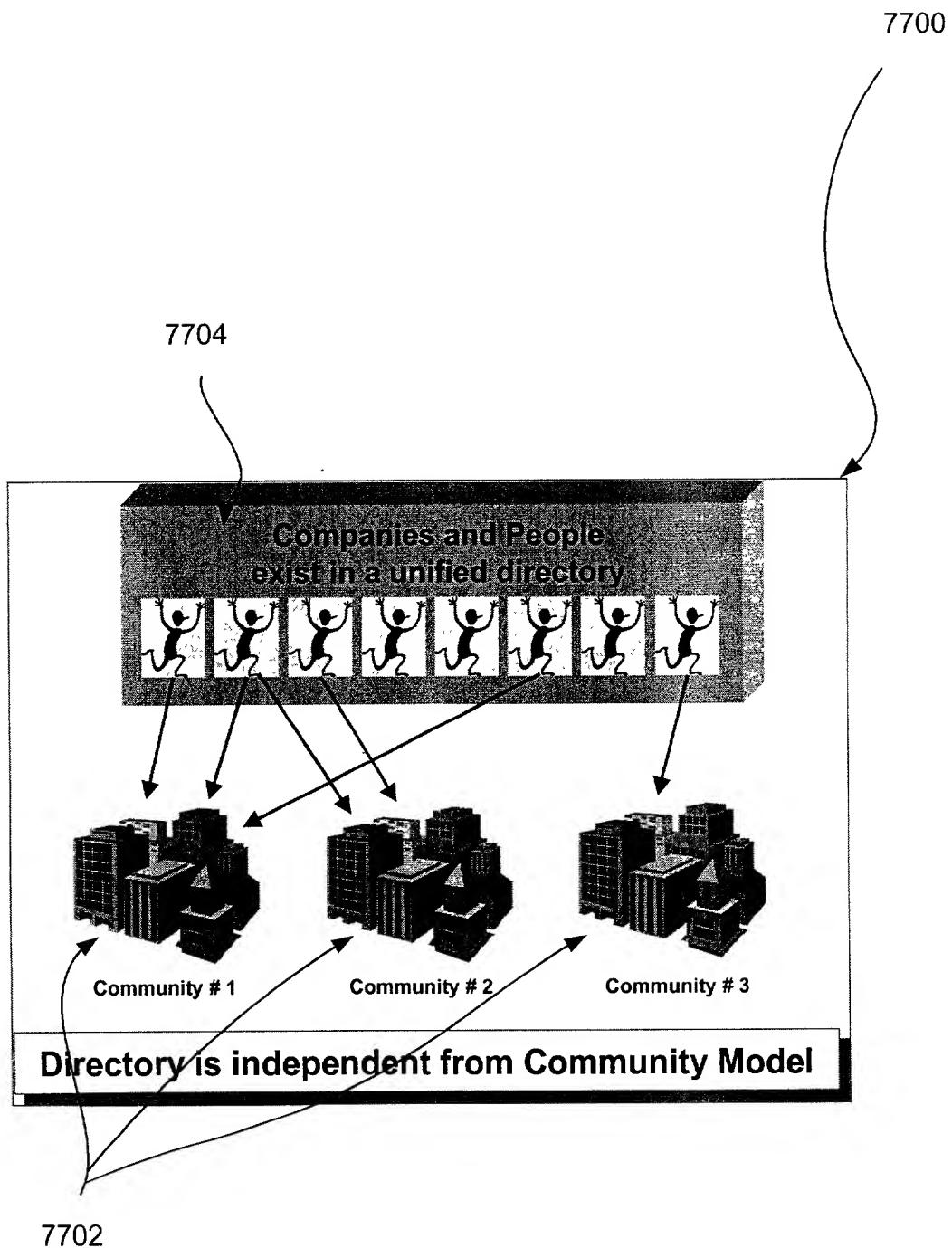


Fig. 77

7800

7802

7804

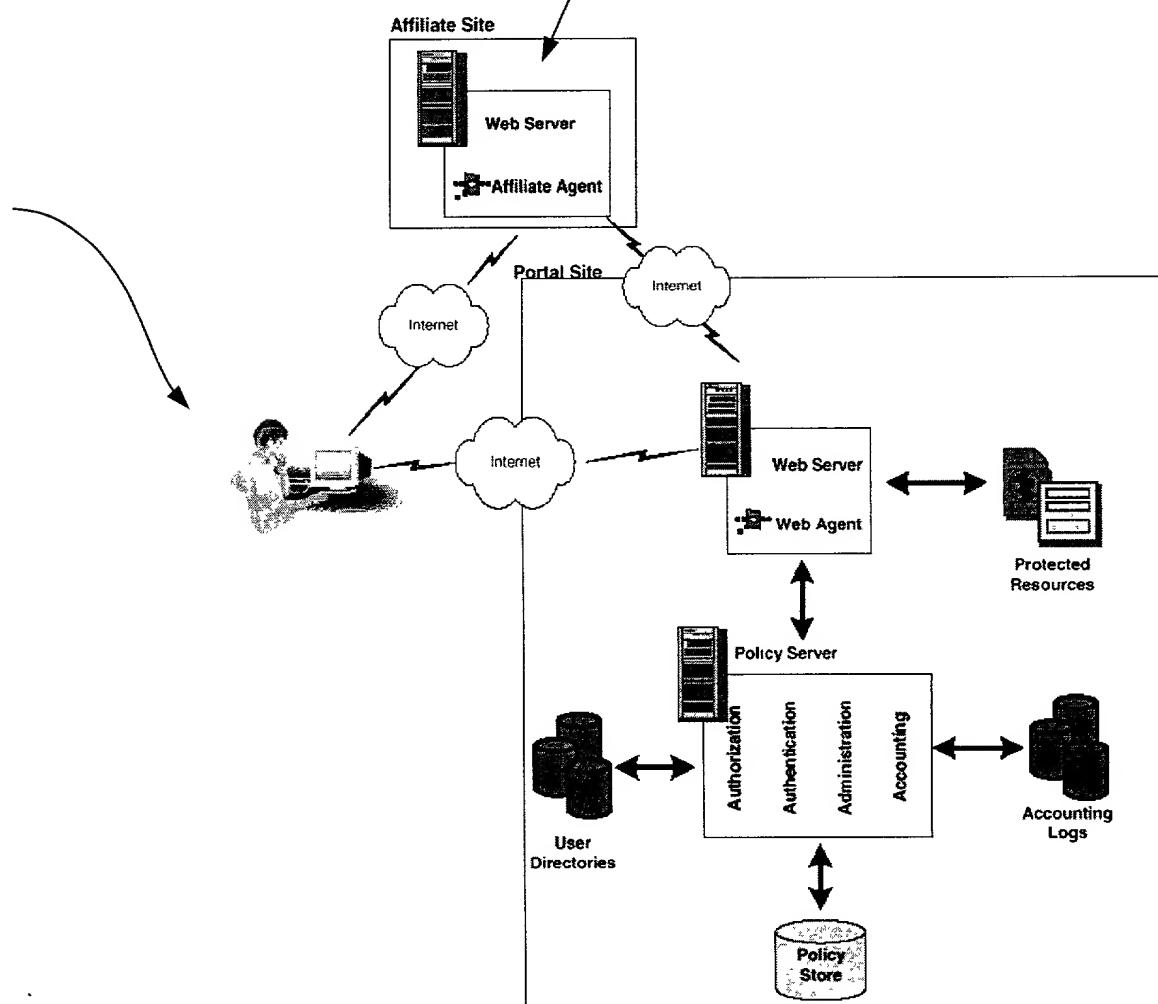


Fig. 78

7900

7902

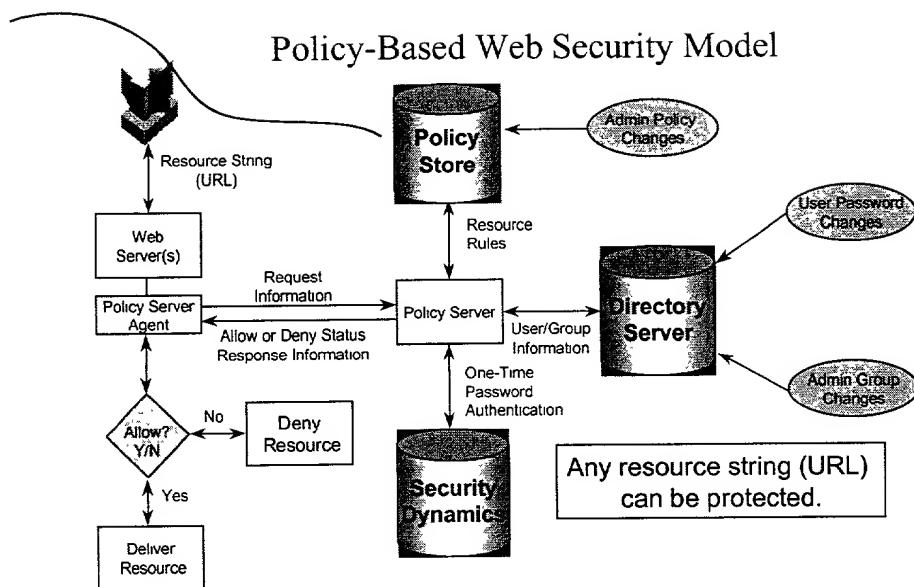


Fig. 79

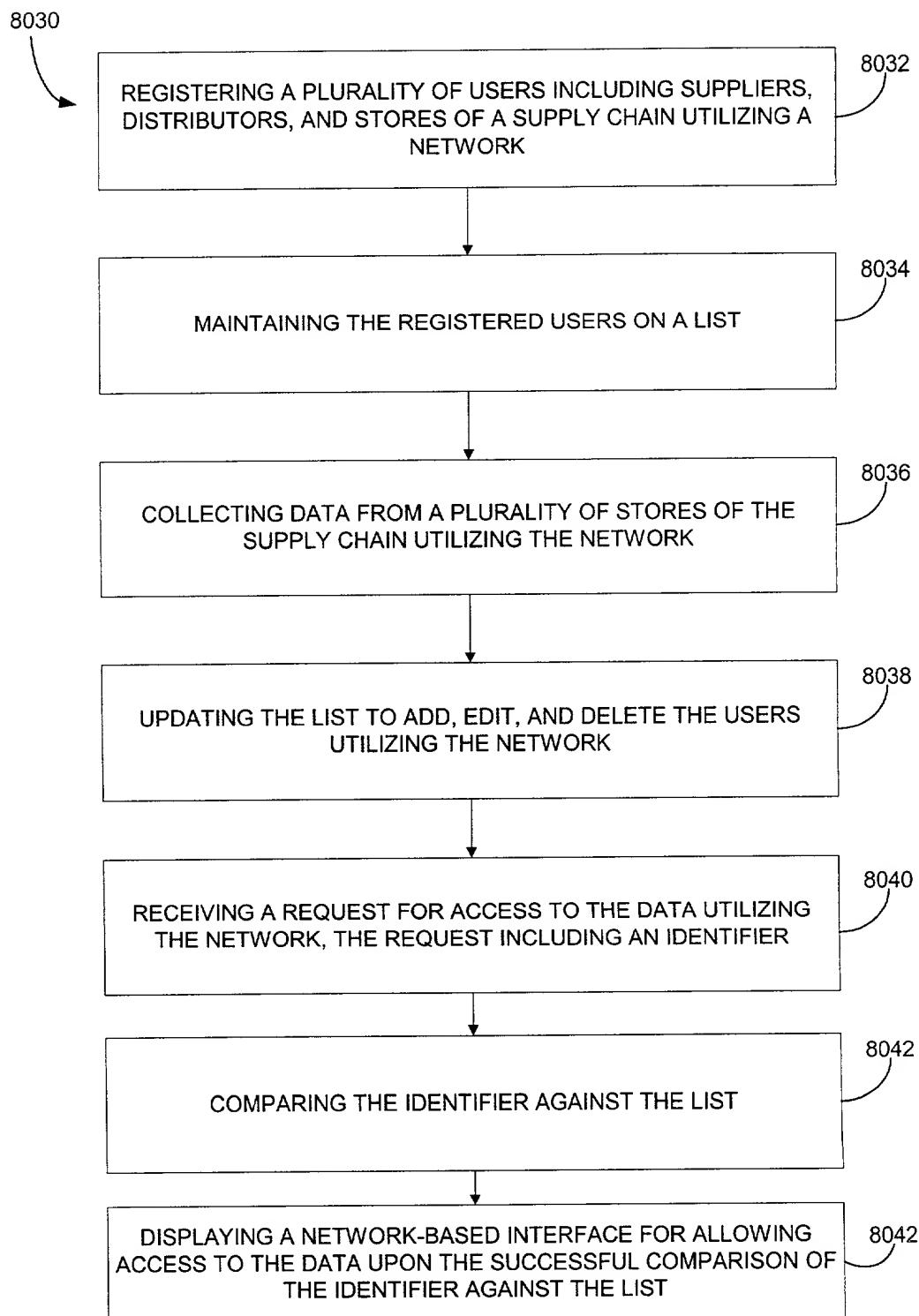


FIG. 80

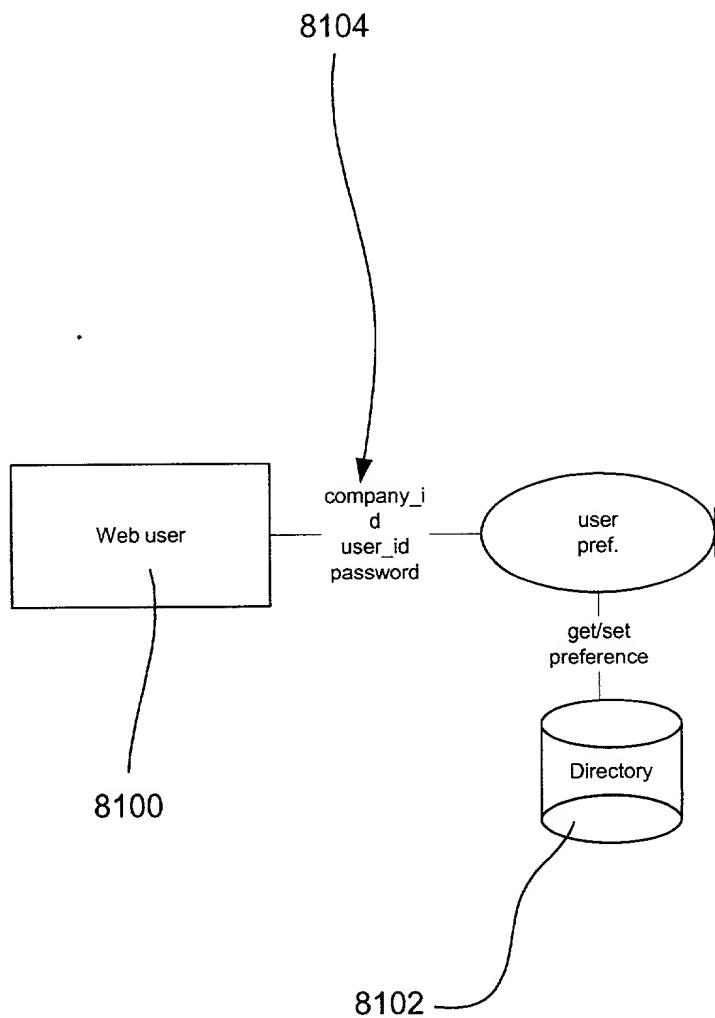


Fig. 81

8200

8202

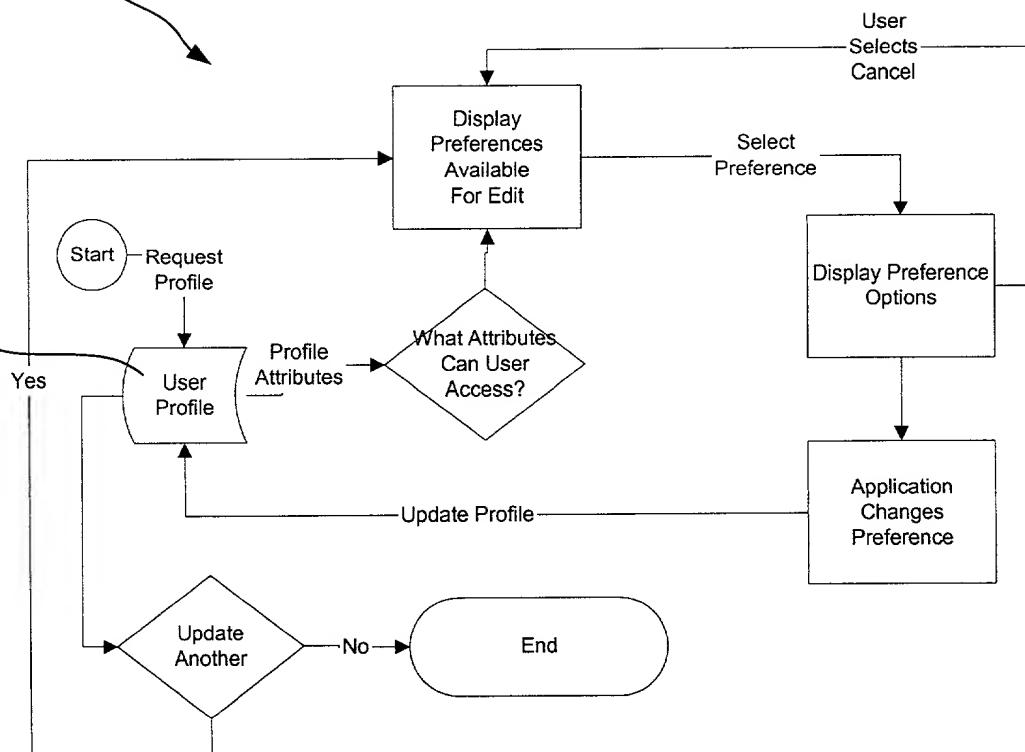


Fig. 82

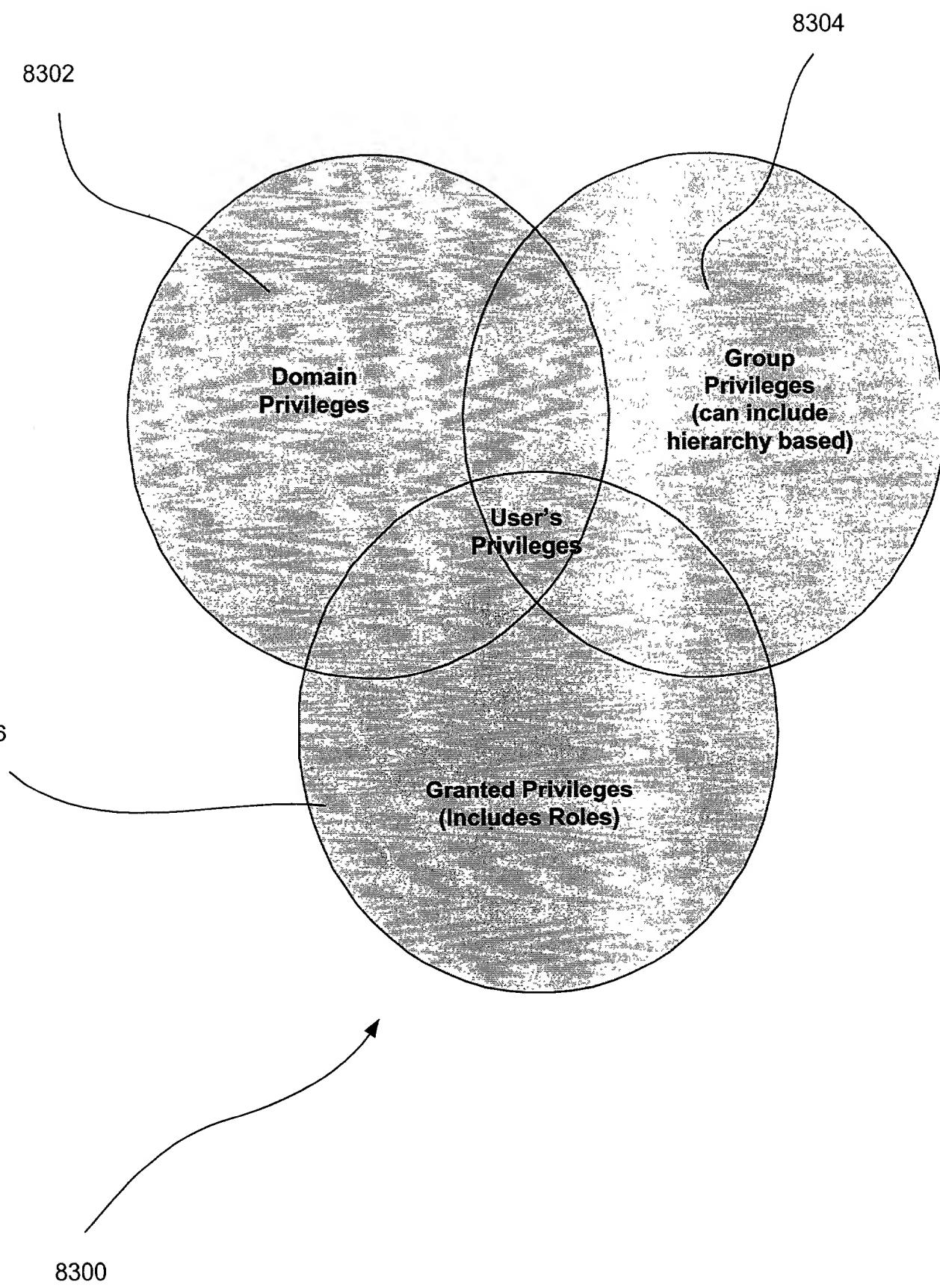


Fig. 83

8400
8402
8404
8406
8408
8410
8412

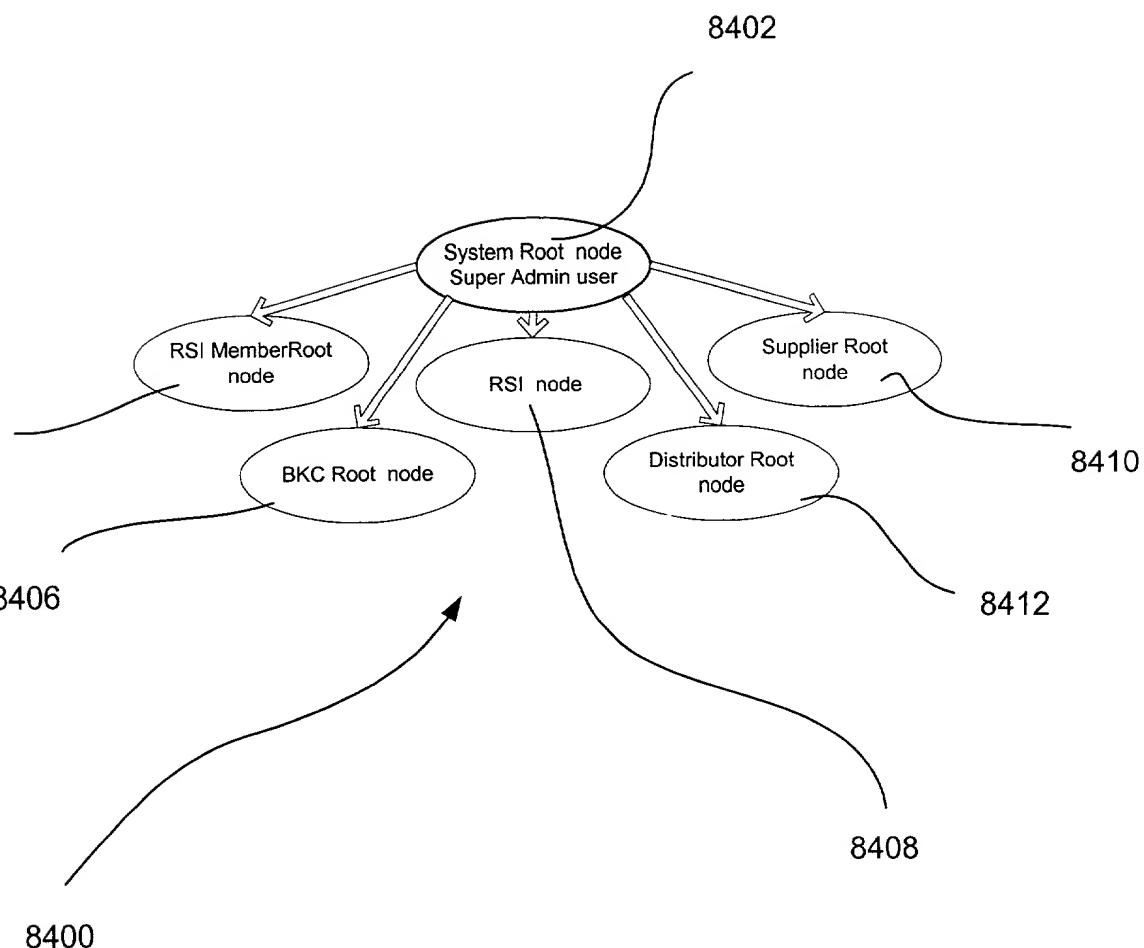


Fig. 84

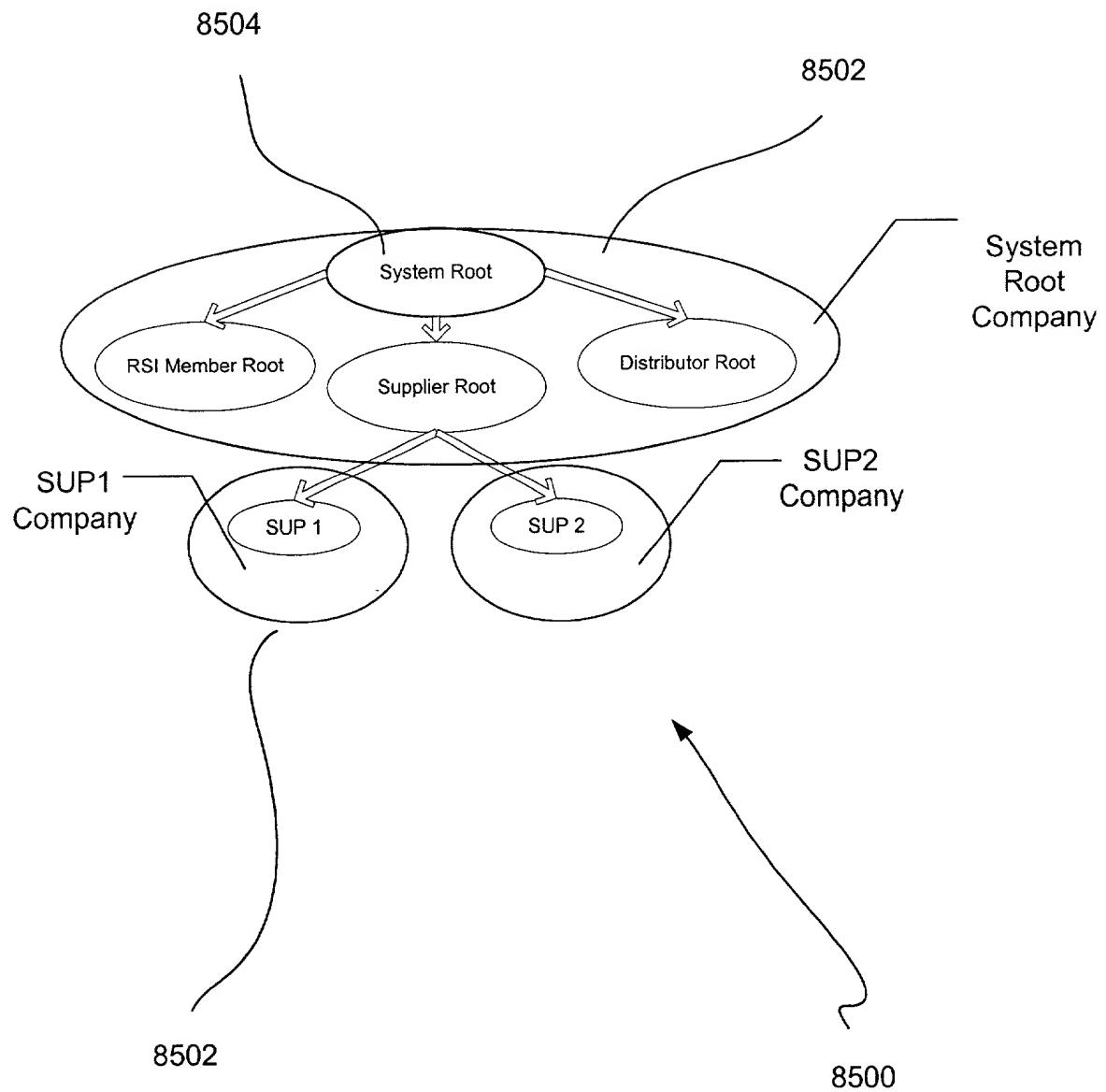


Fig. 85

8600

8602

System
Root
Company

System Root

RSI Member Root

Supplier Root

Distributor Root

SUP1
Company

SUP1
Company

SUP 1

MIS01

MIS02

MIS11

MIS12

MIS13

MIS14

MIS21

MIS22

MIS23

---- Directory Structure

---- Relational Structure

Fig. 86

8700

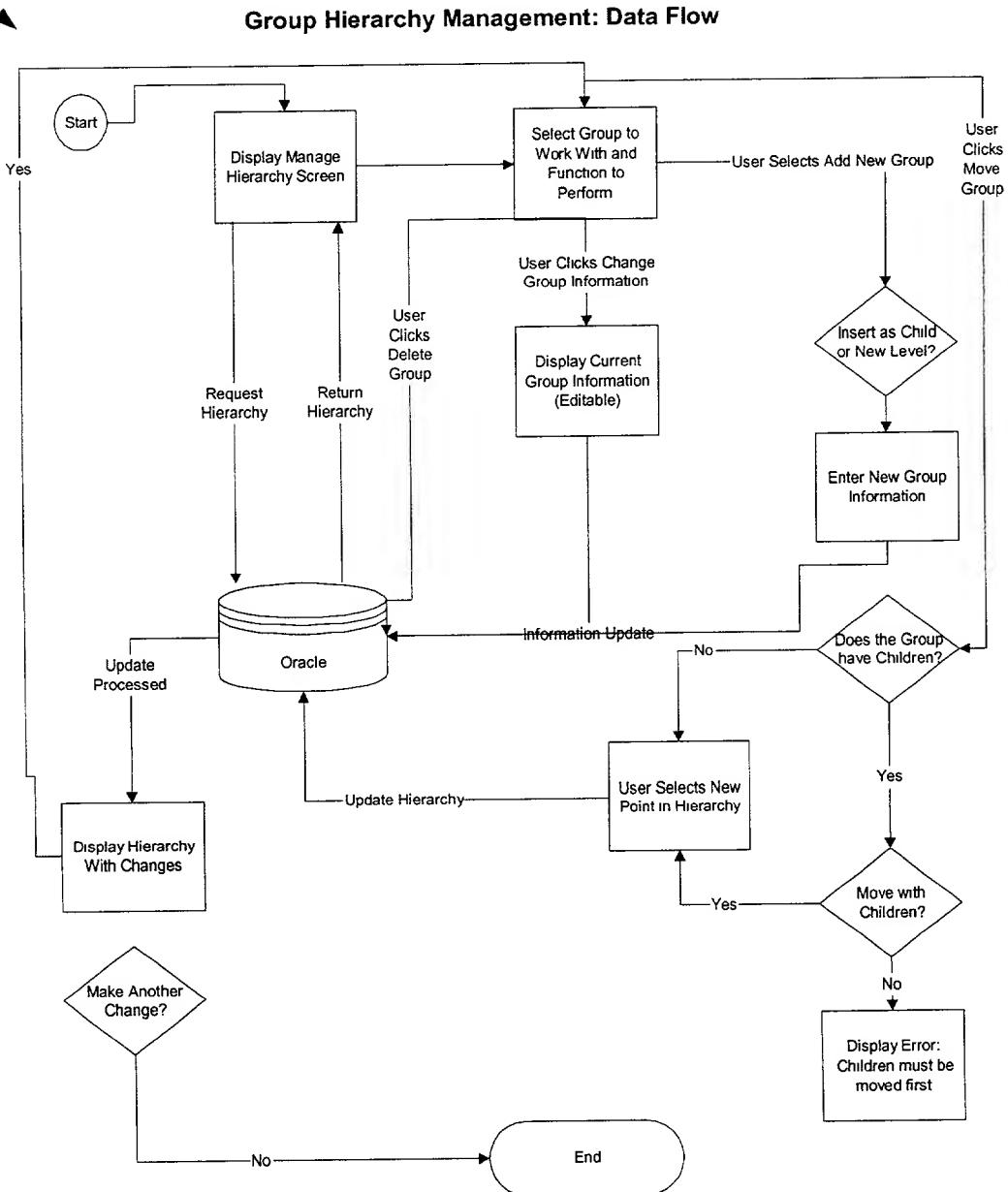


Fig. 87

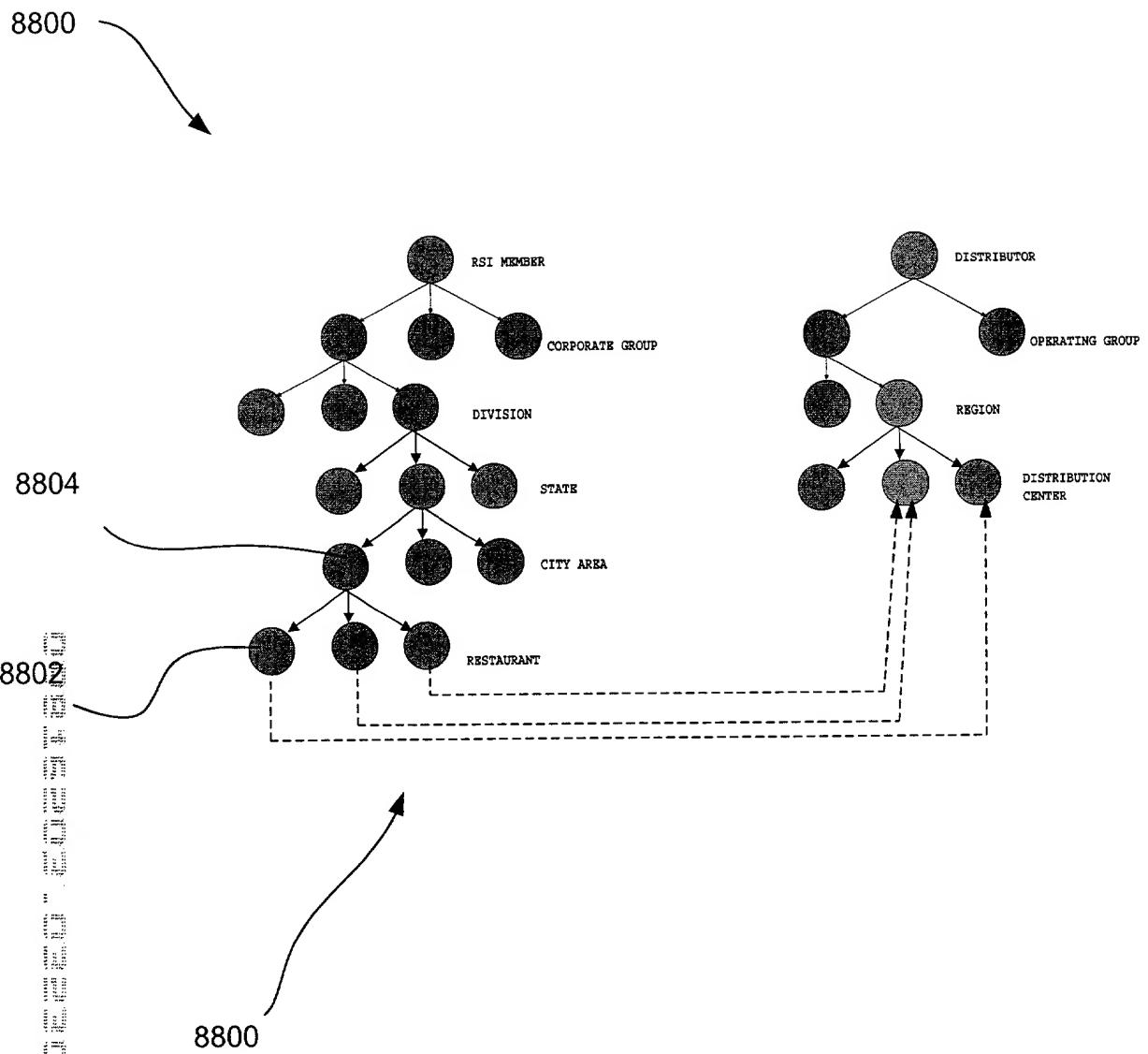


Fig. 88

8902

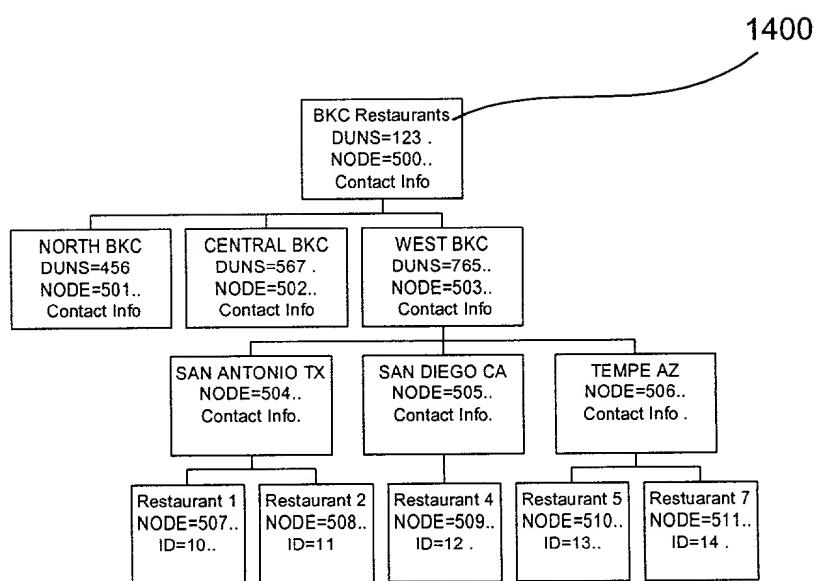


Fig. 89

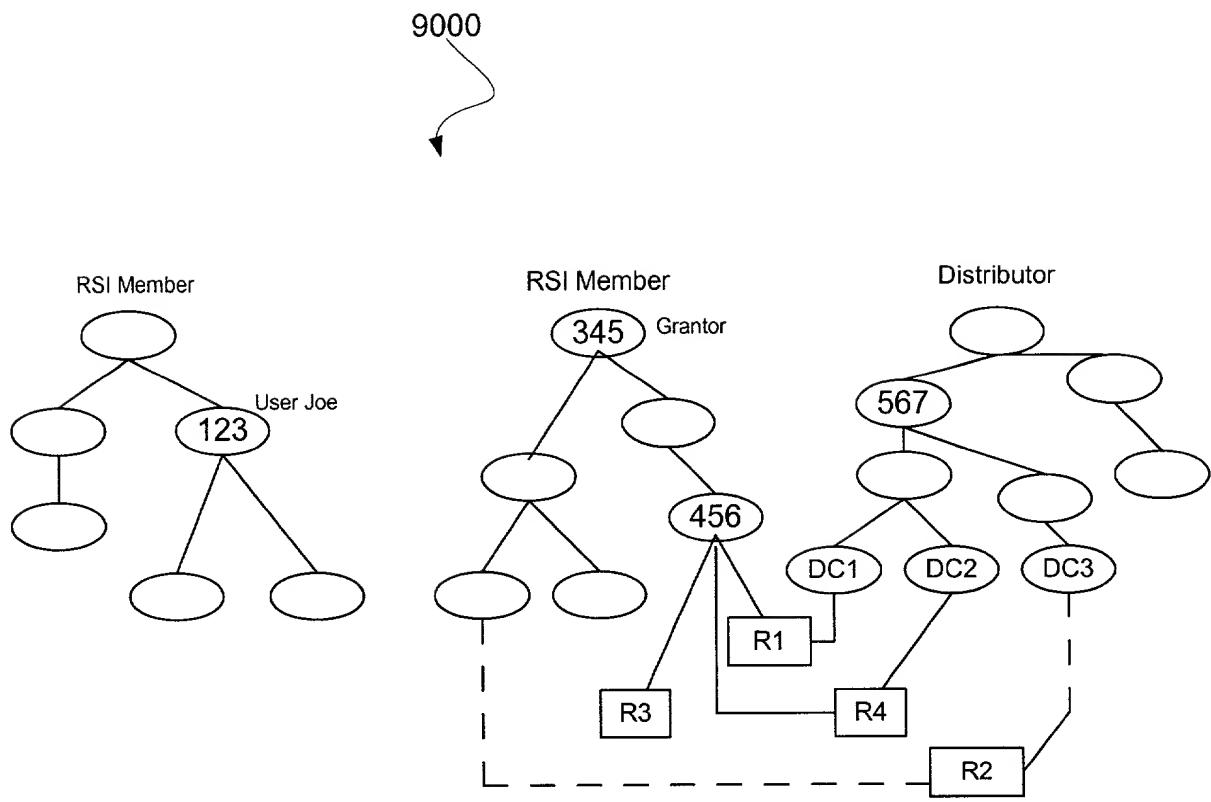


FIG. 90

9100

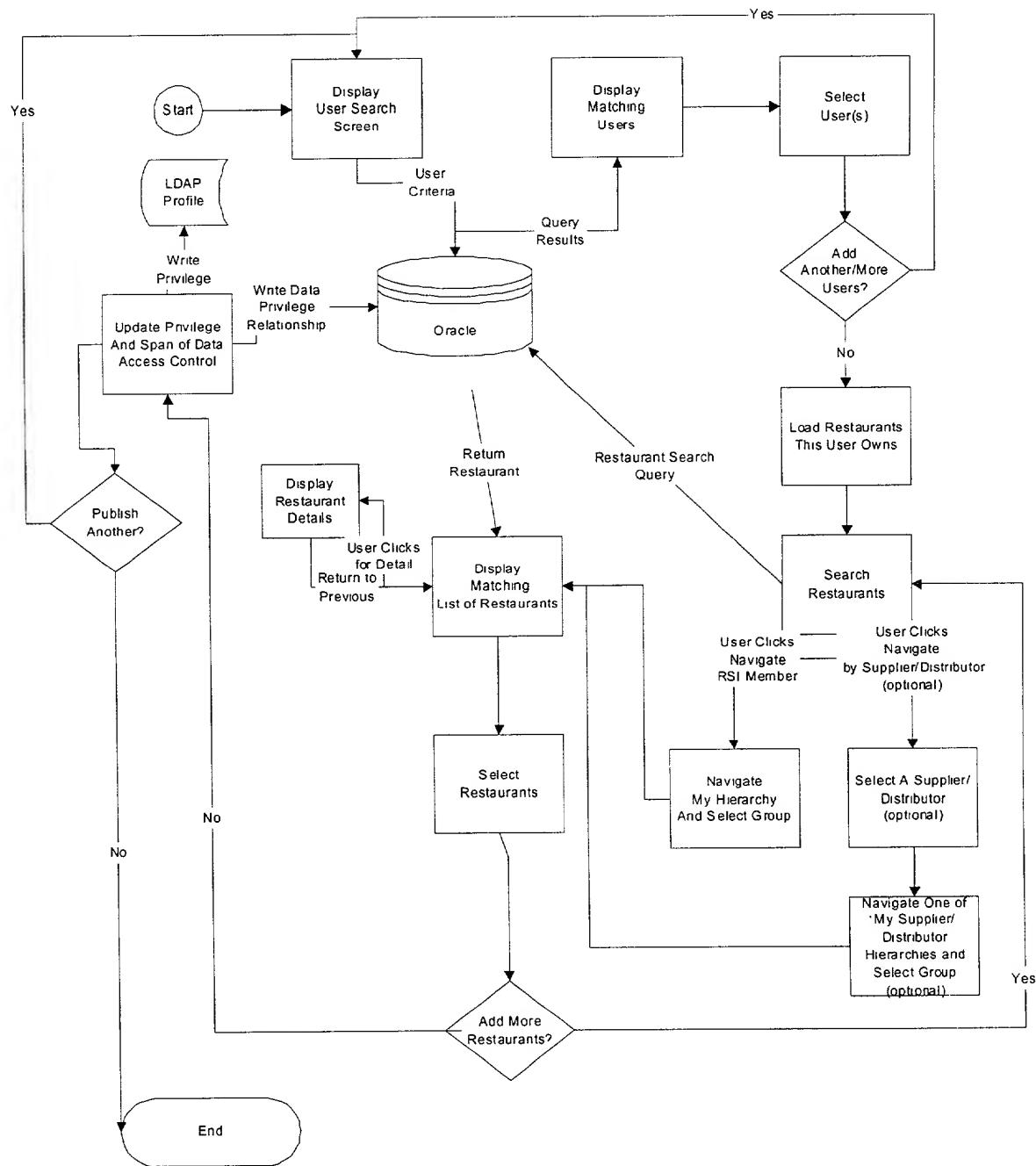


Fig. 91

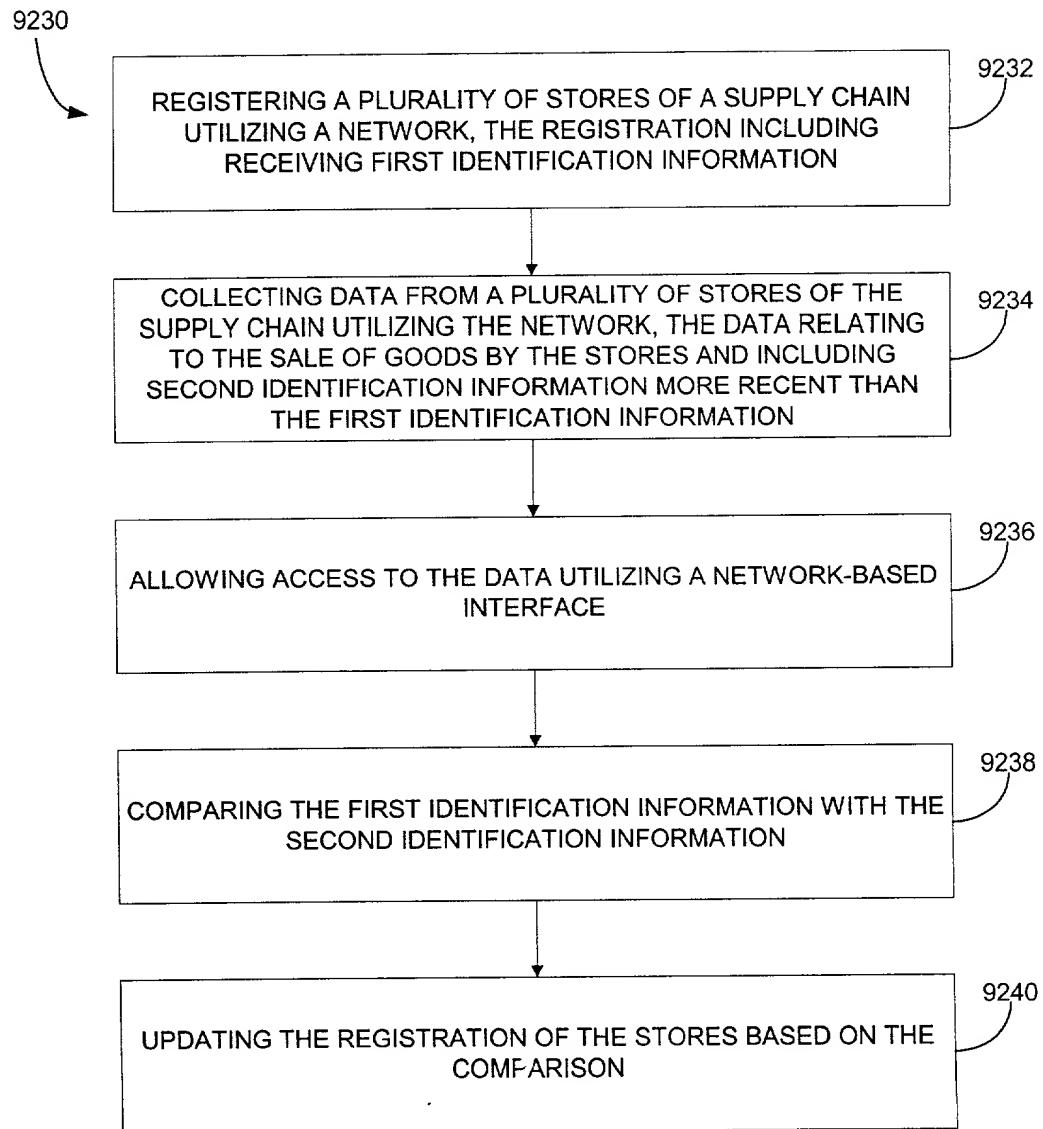


FIG. 92

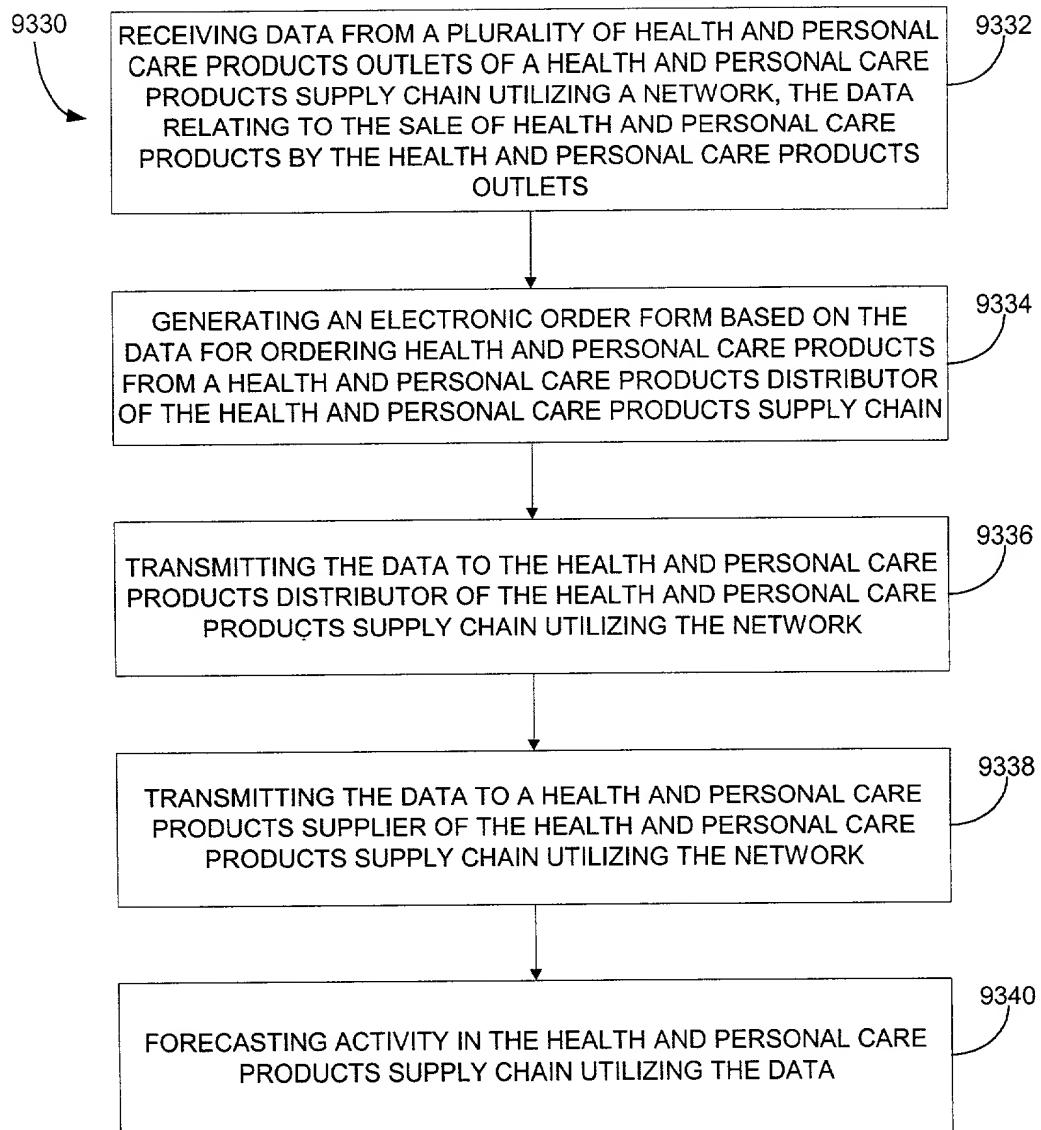


FIG. 93

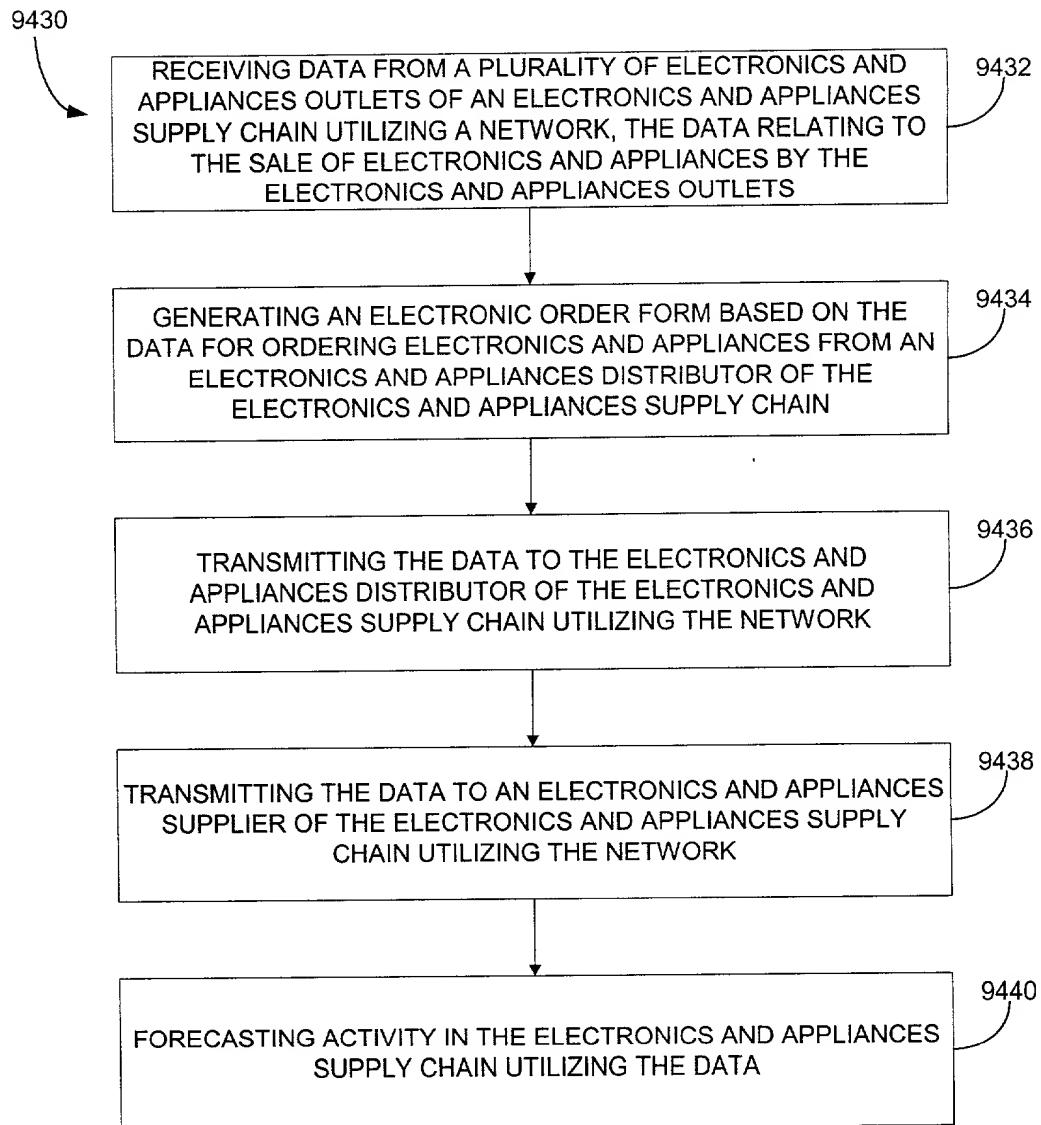


FIG. 94

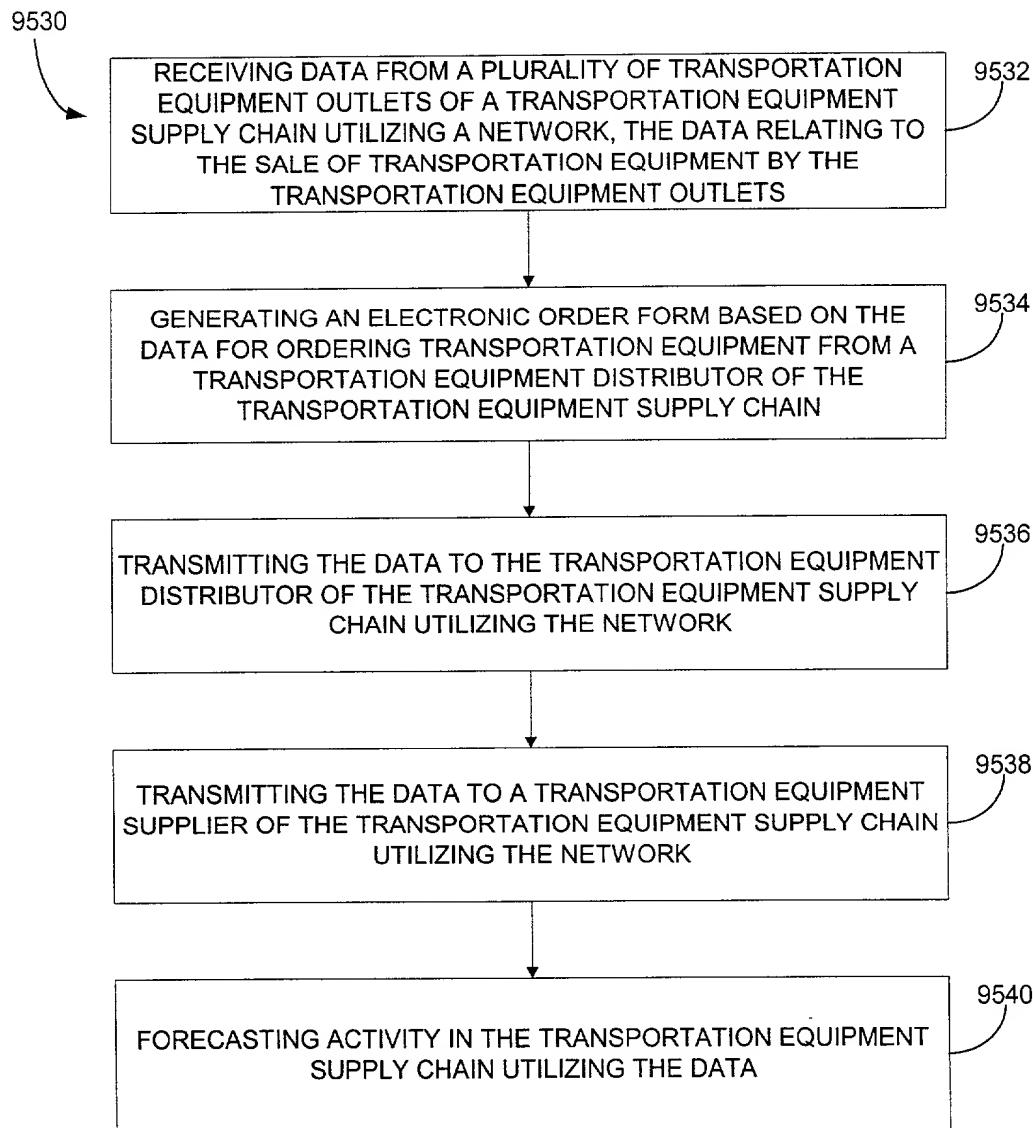


FIG. 95

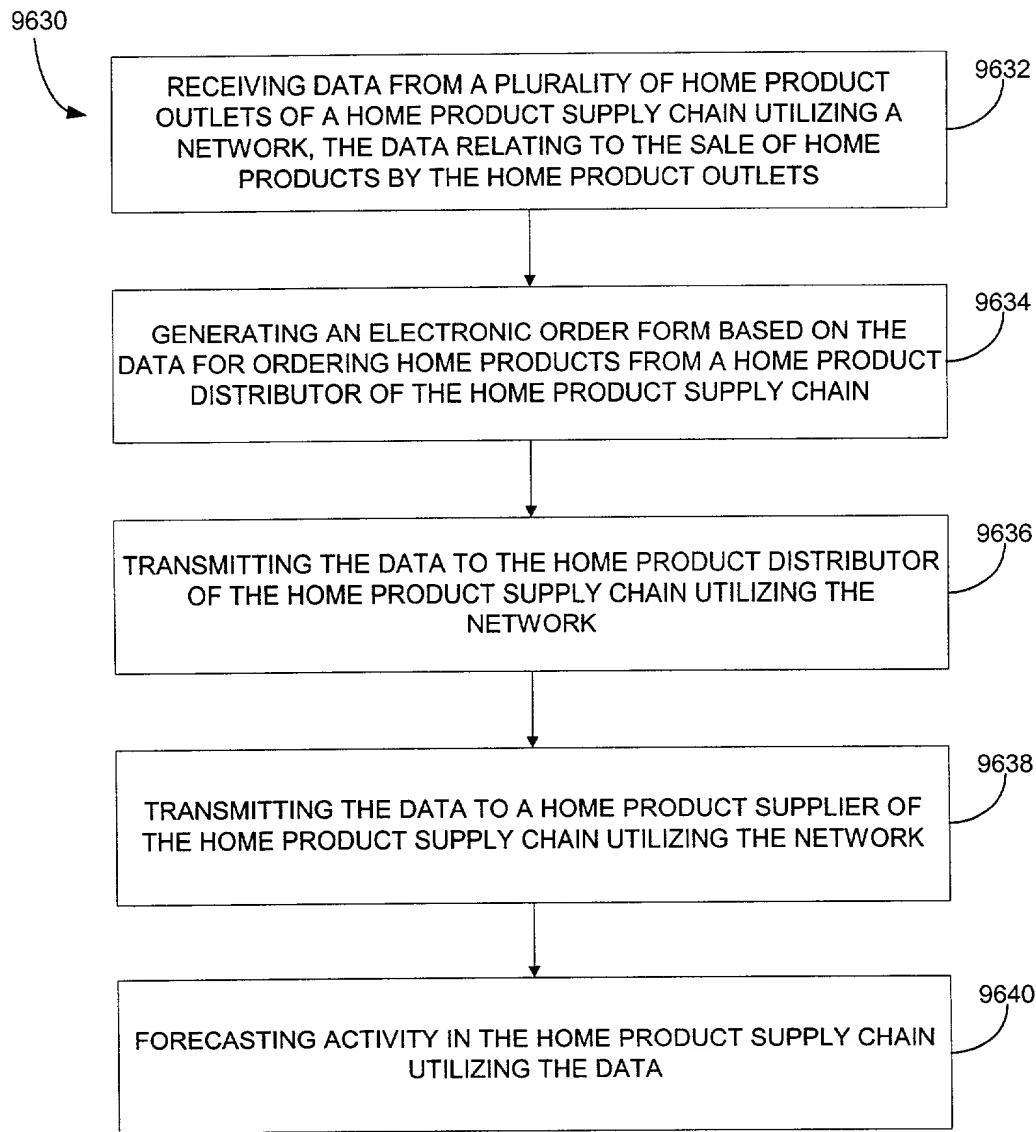


FIG. 96

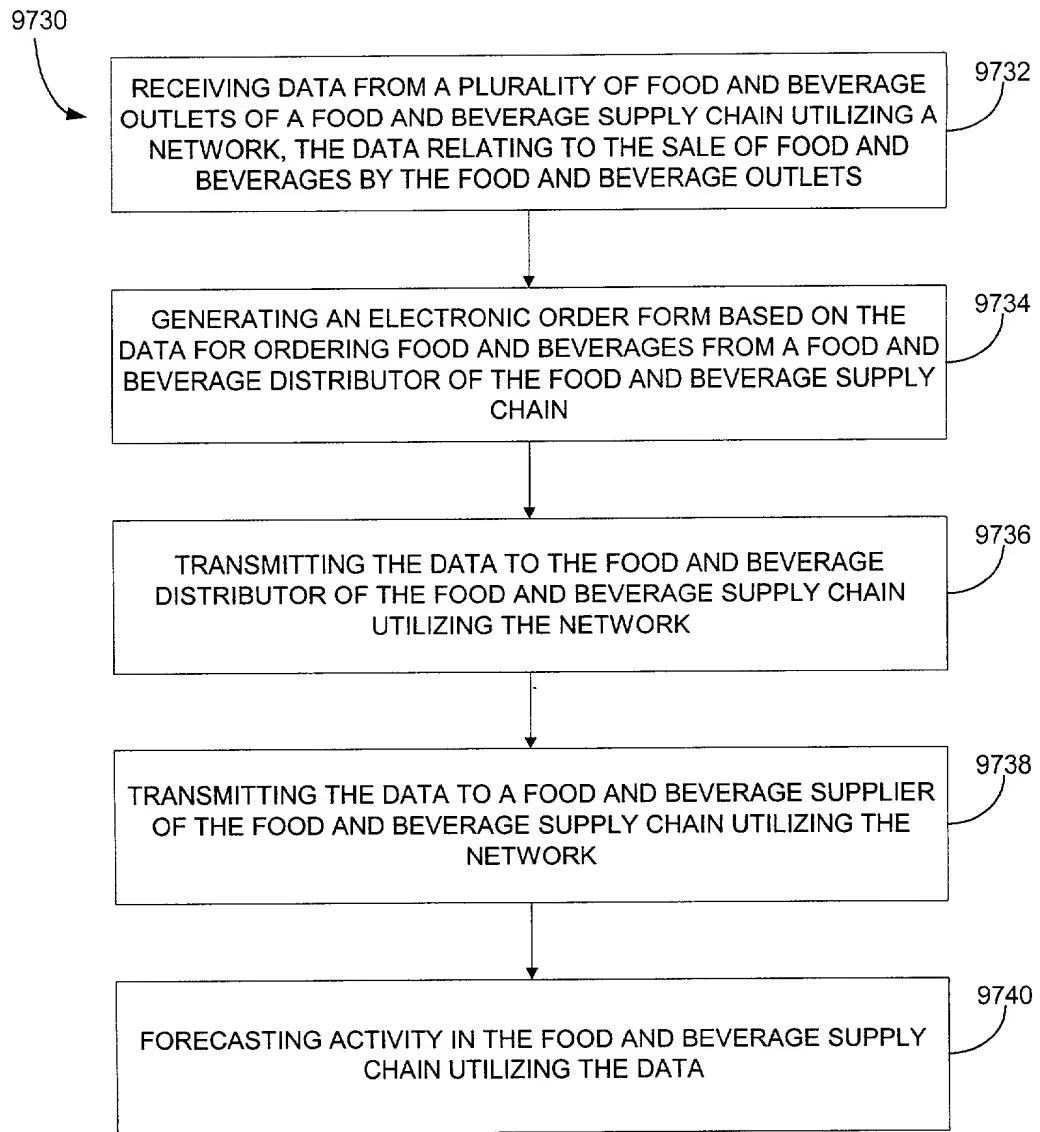


FIG. 97

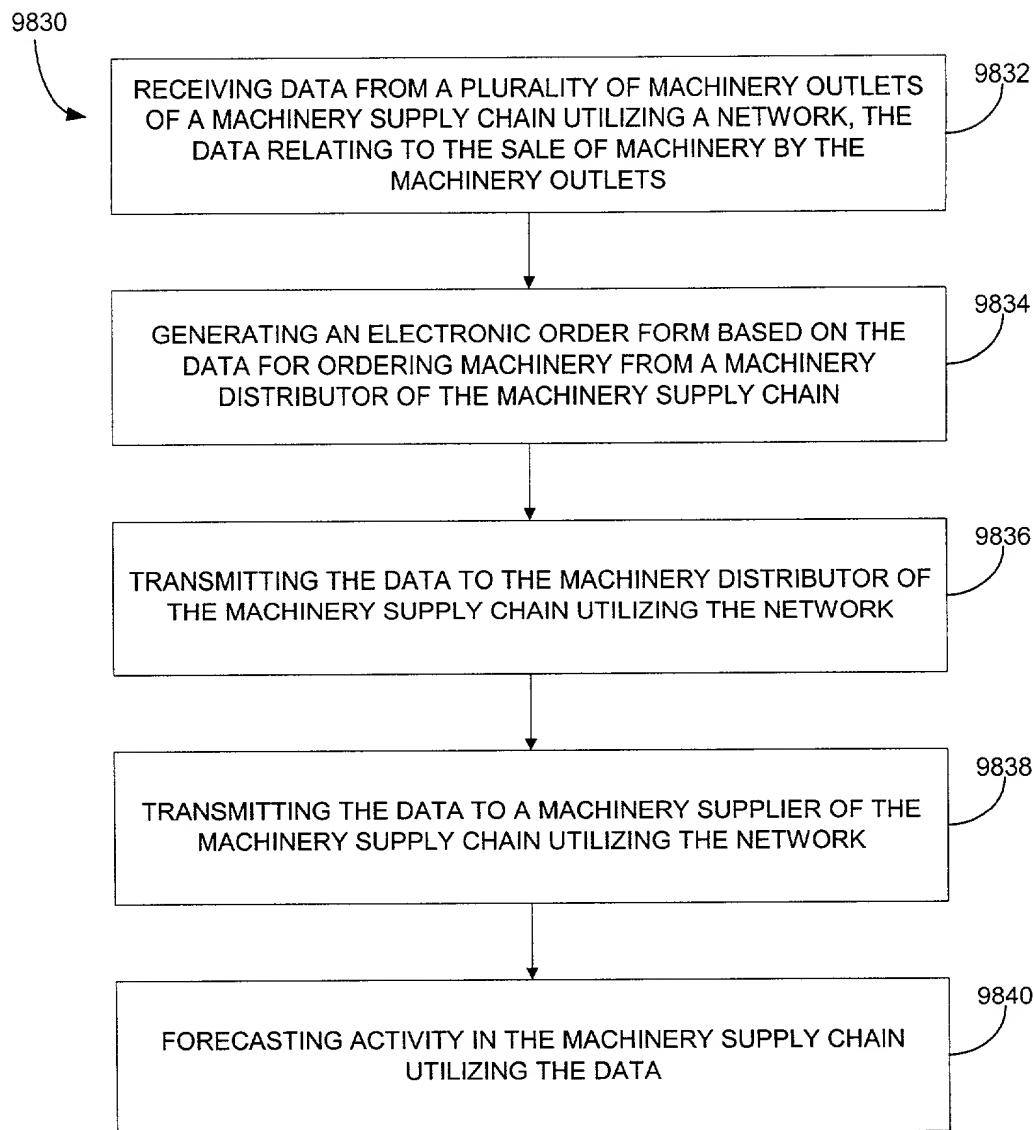


FIG. 98

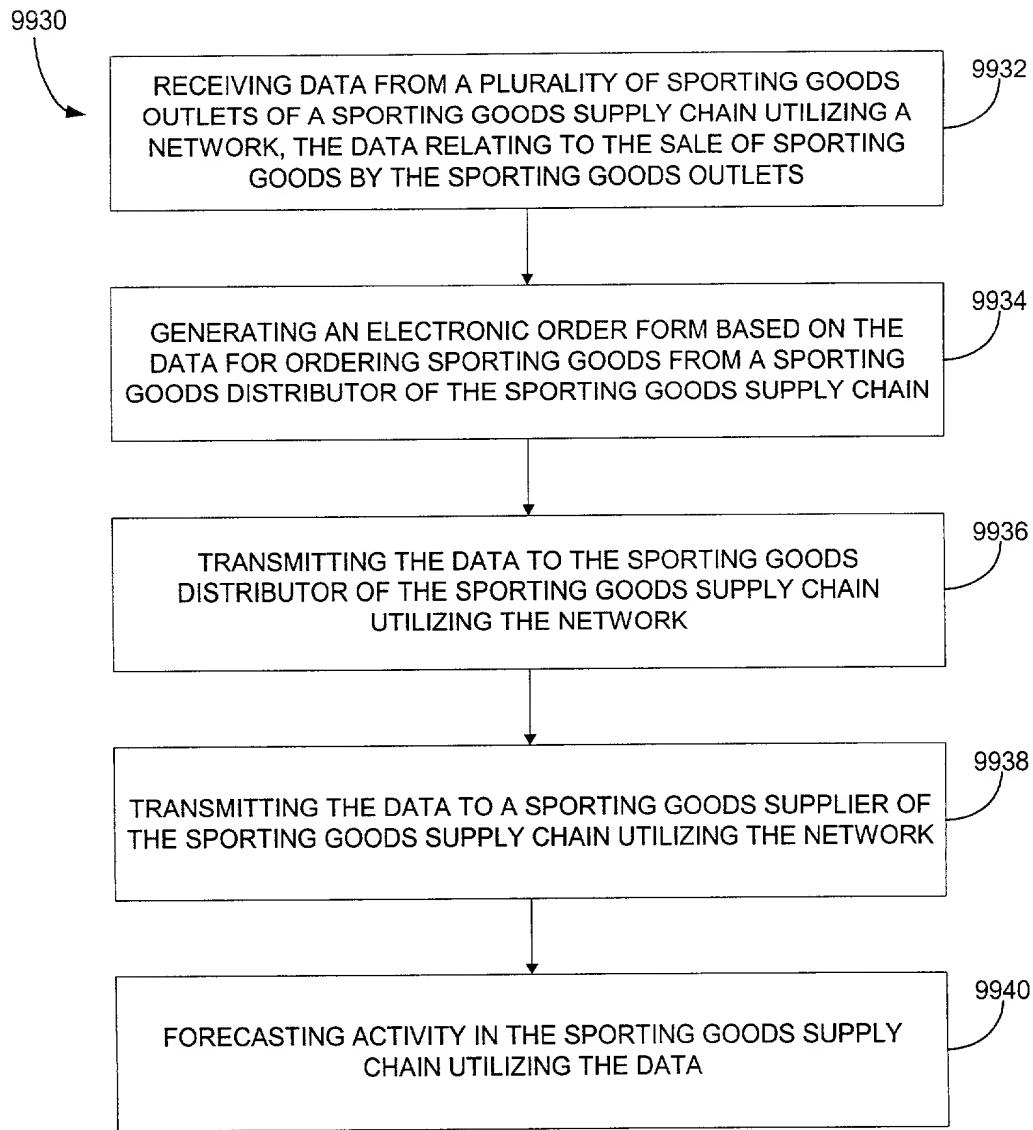


FIG. 99

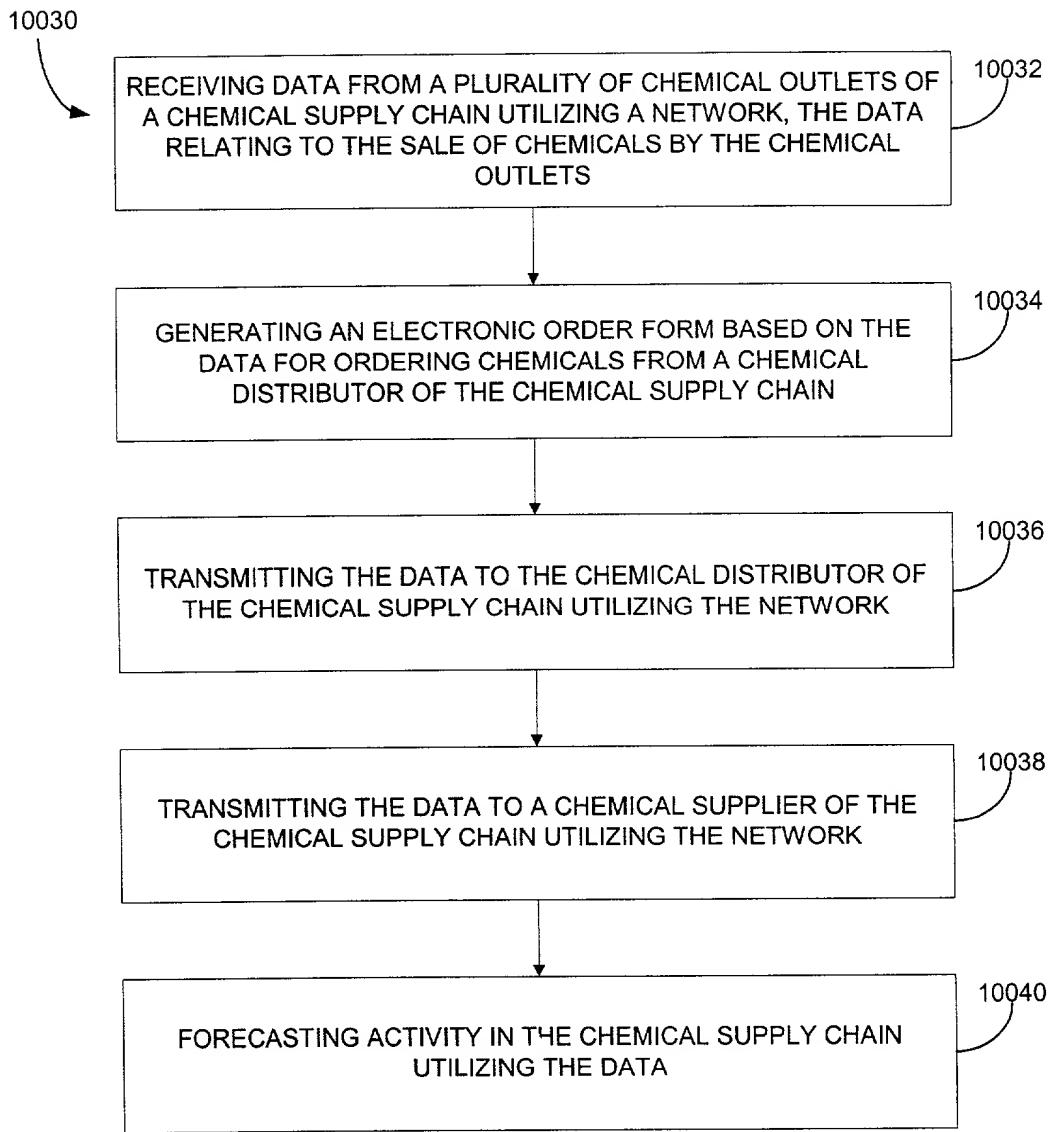


FIG. 100

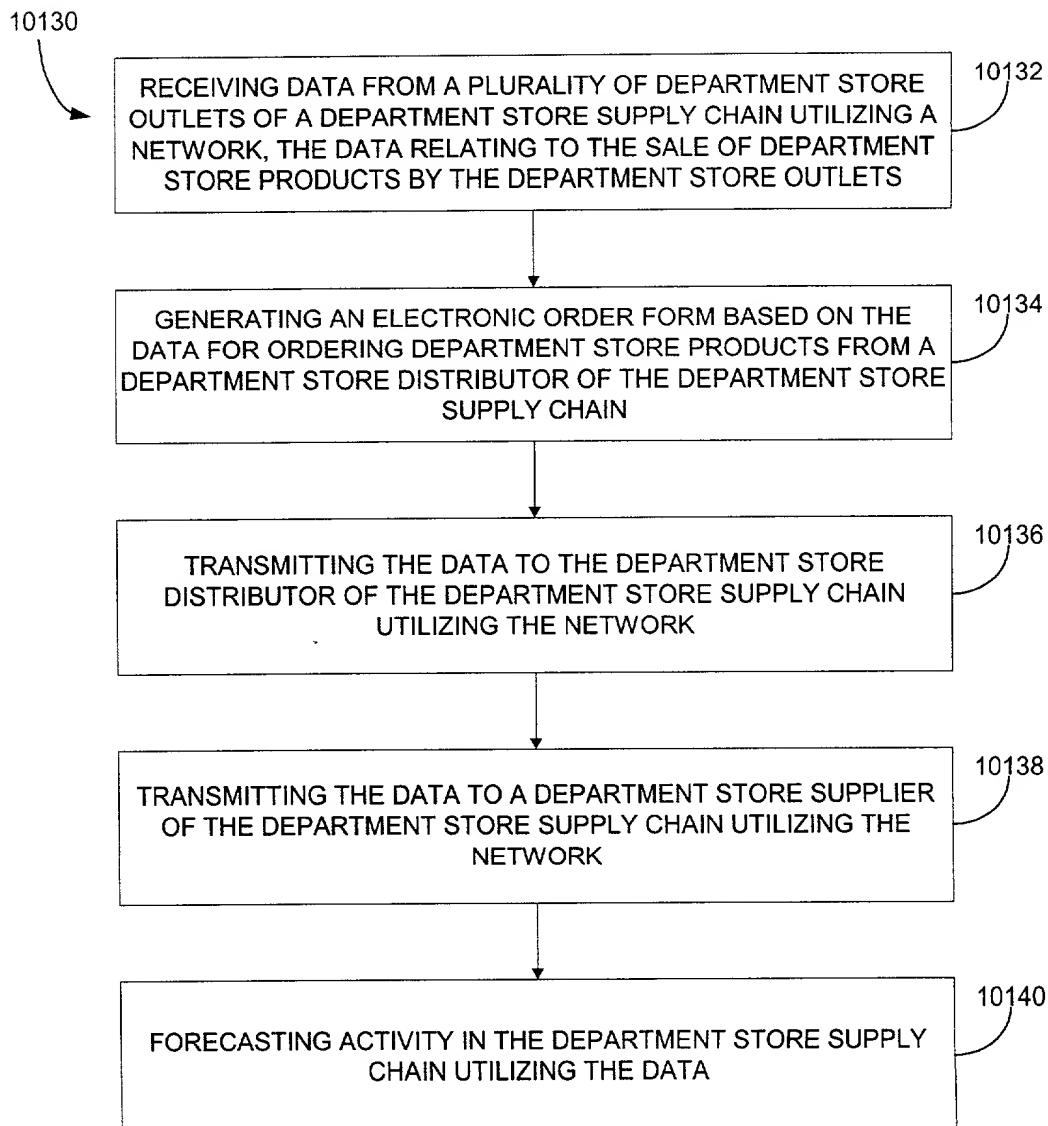


FIG. 101

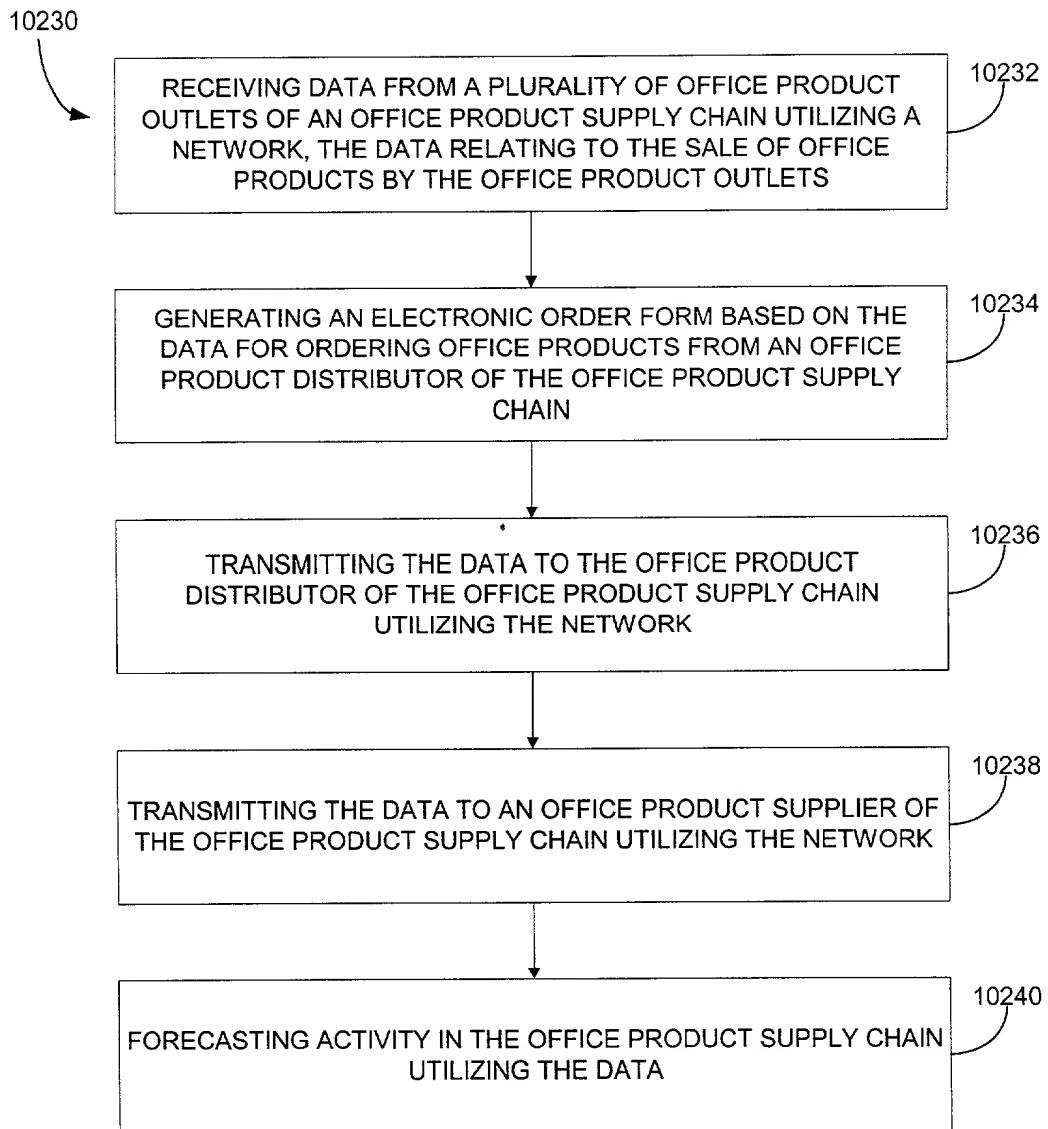


FIG. 102A

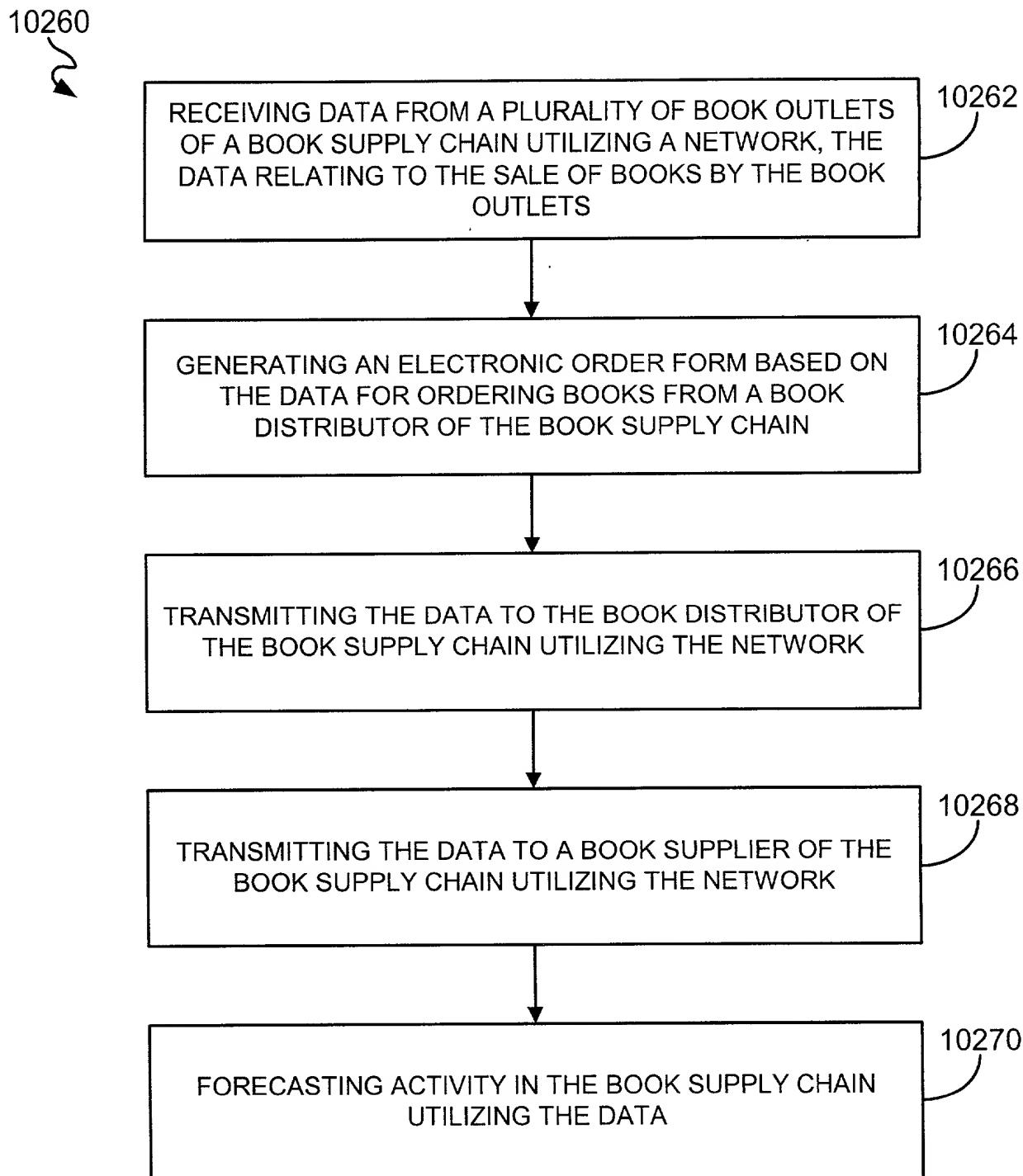


FIG. 102B

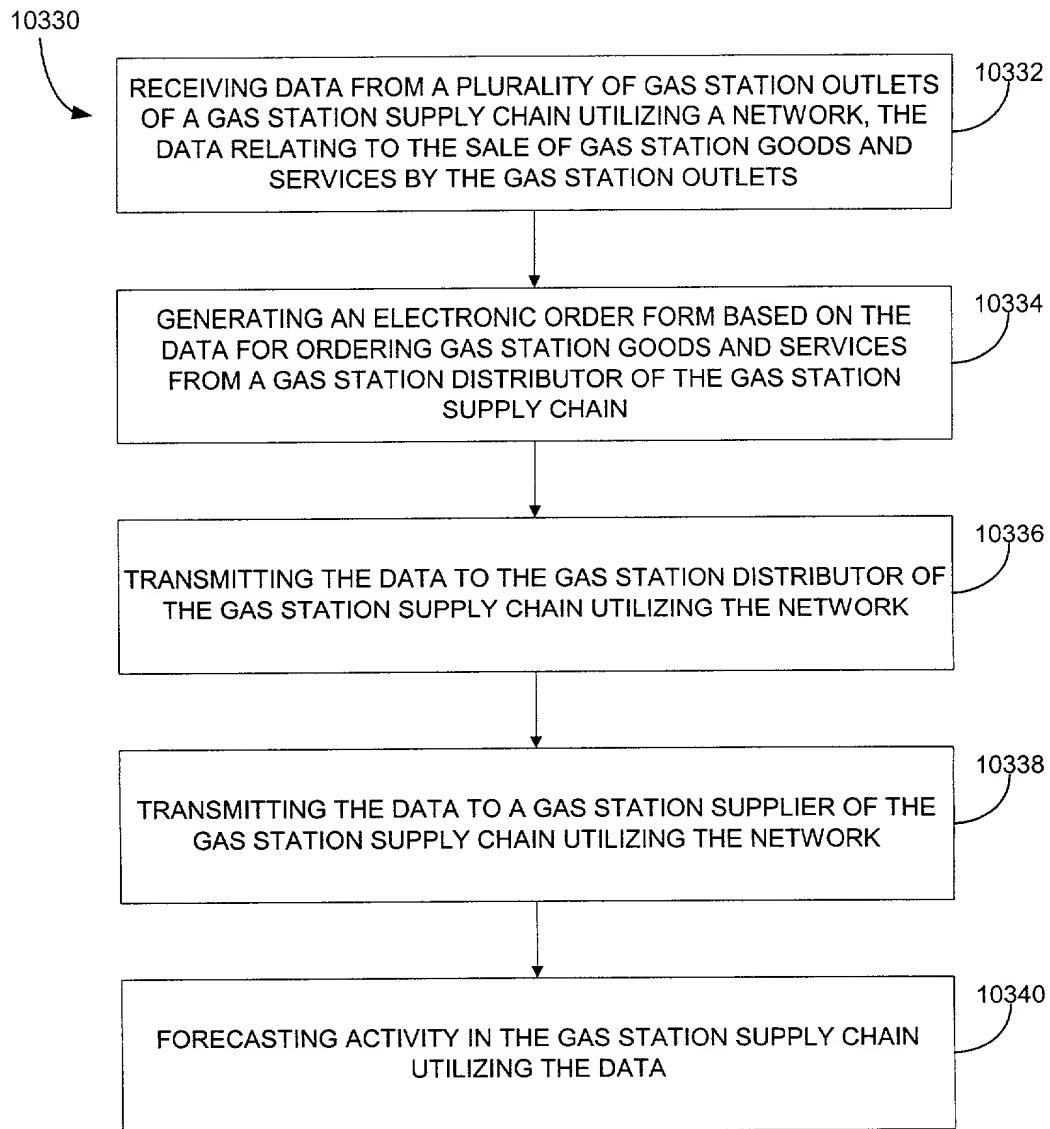


FIG. 103

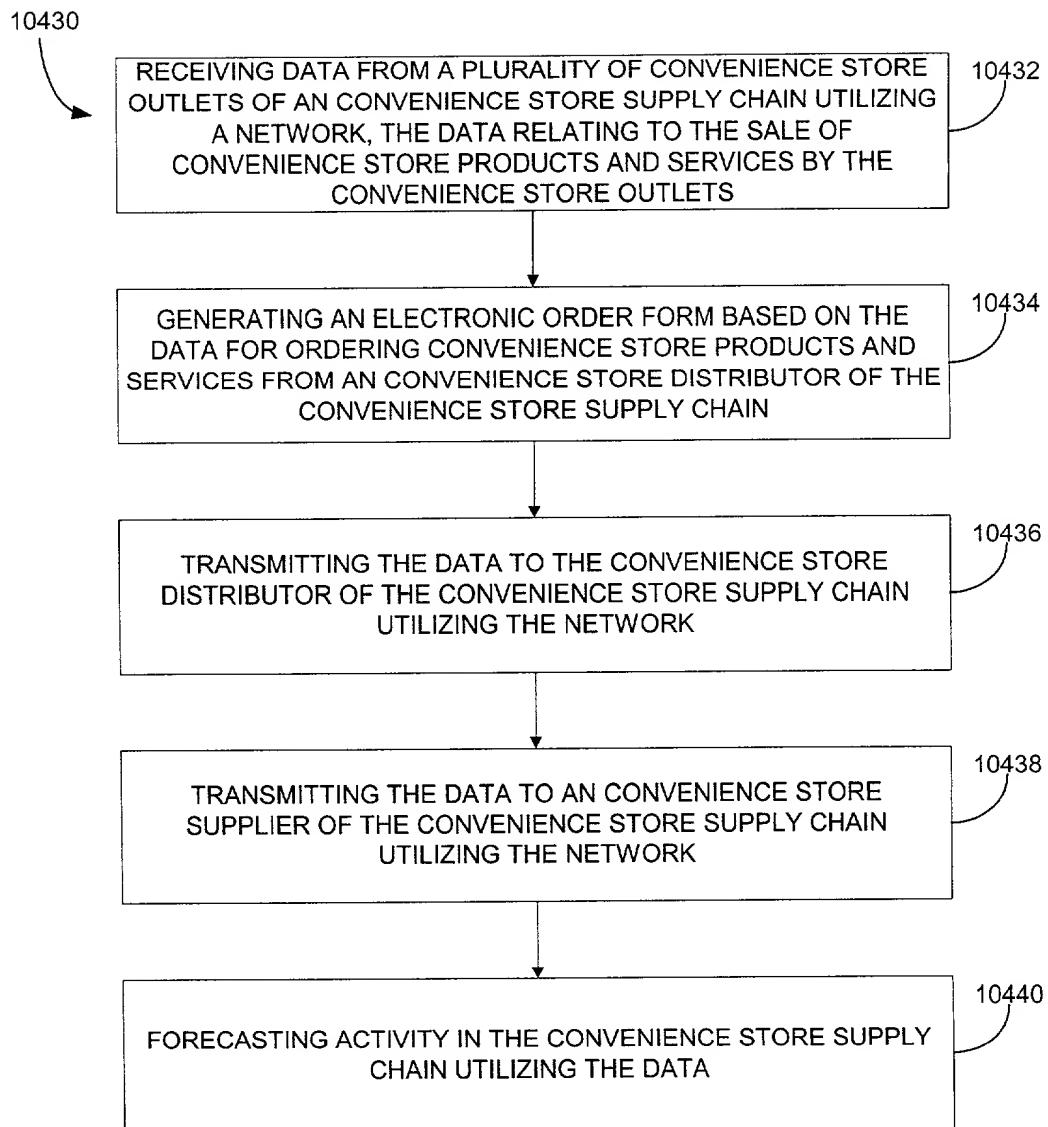


FIG. 104A

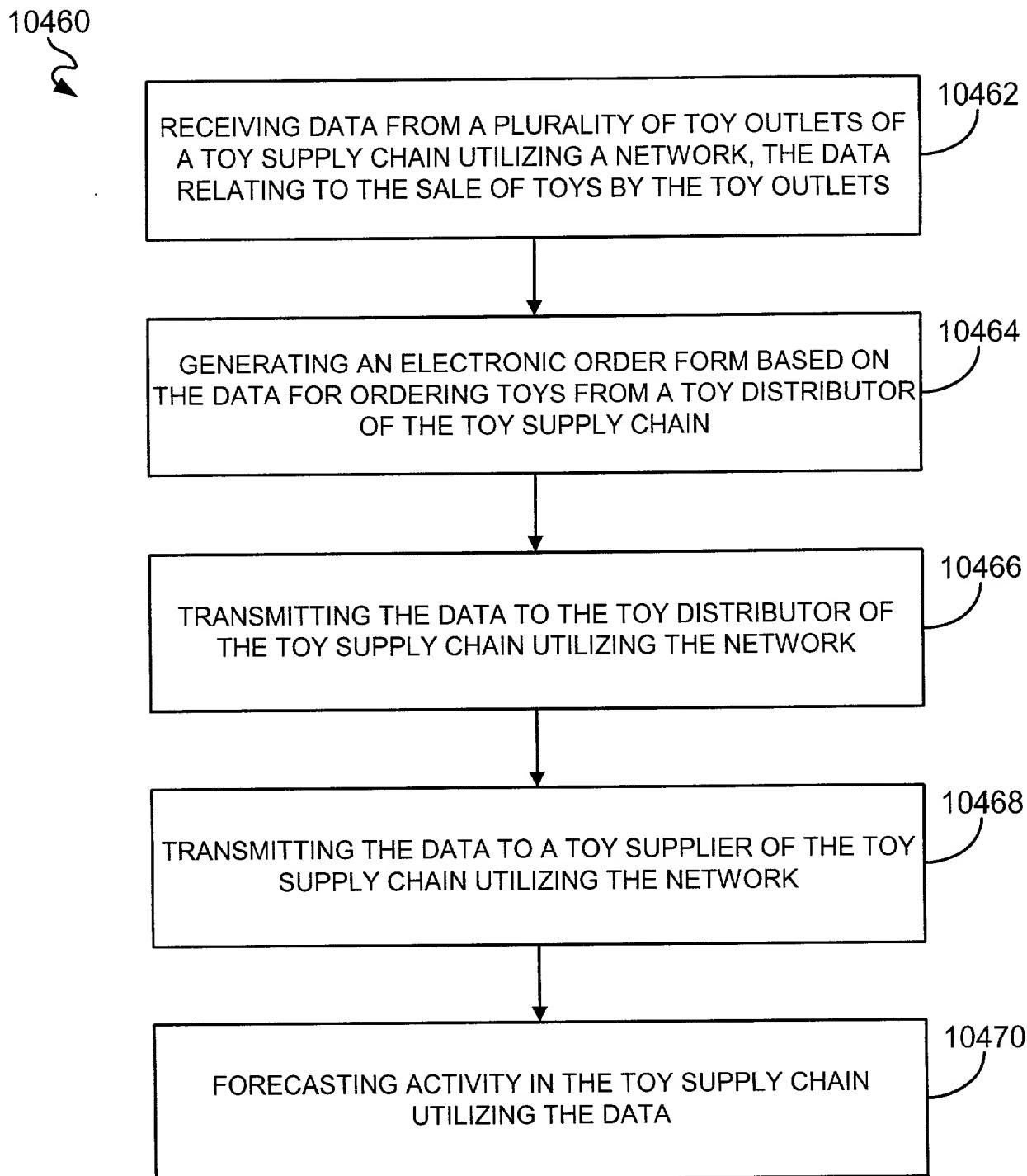


FIG. 104B

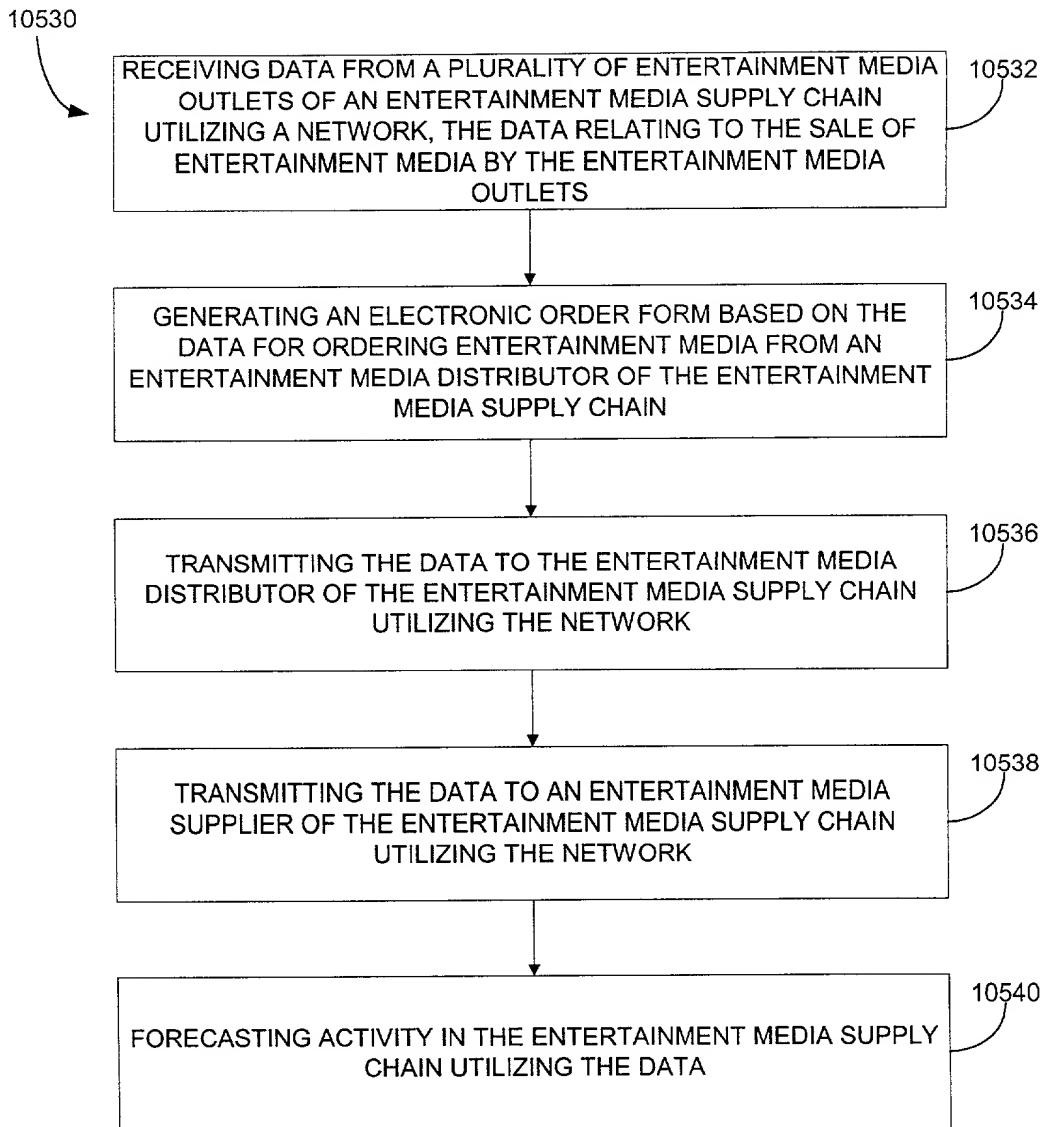


FIG. 105

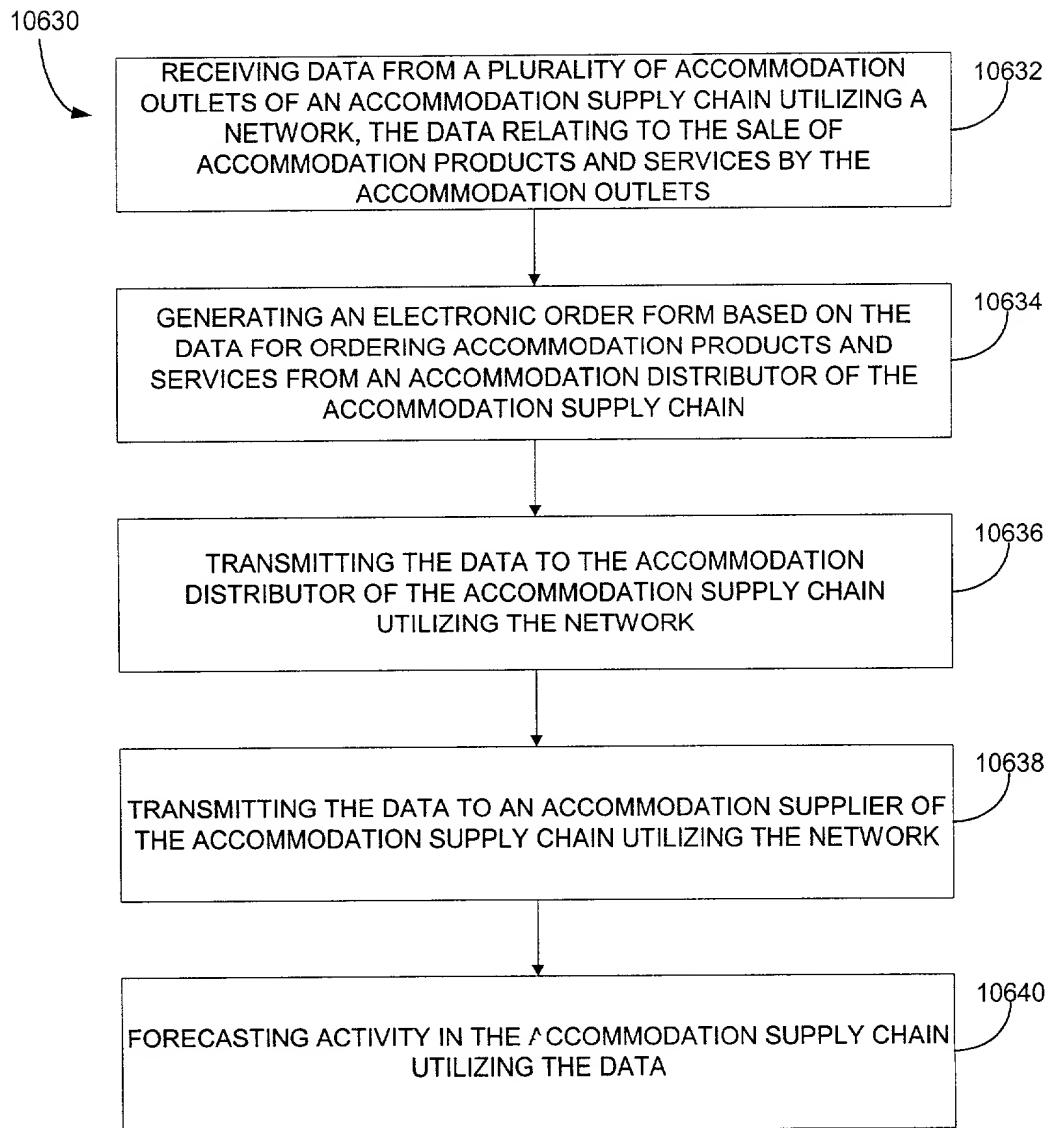


FIG. 106

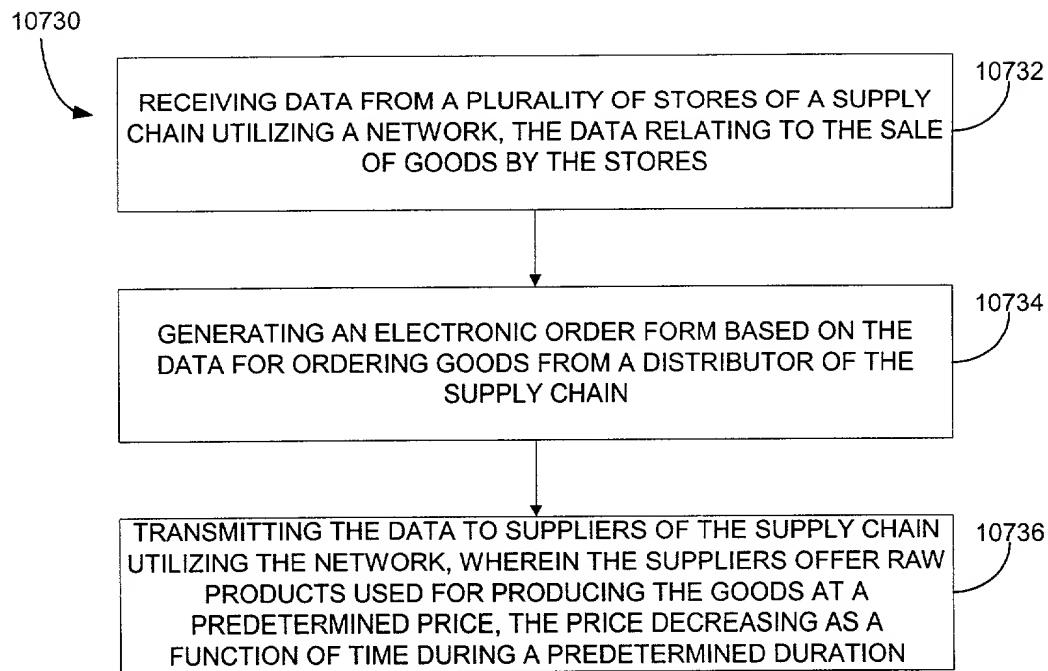


FIG. 107

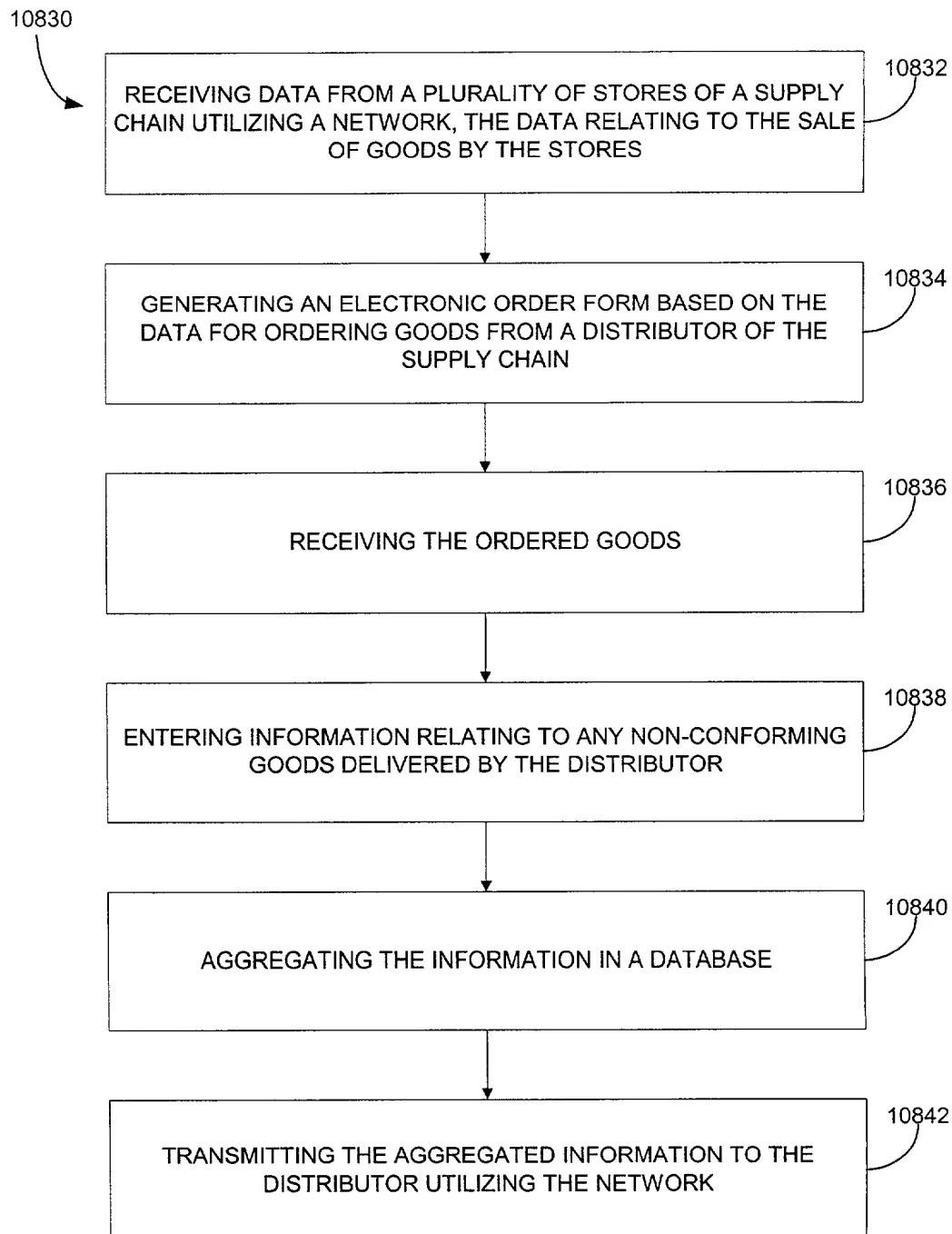


FIG. 108

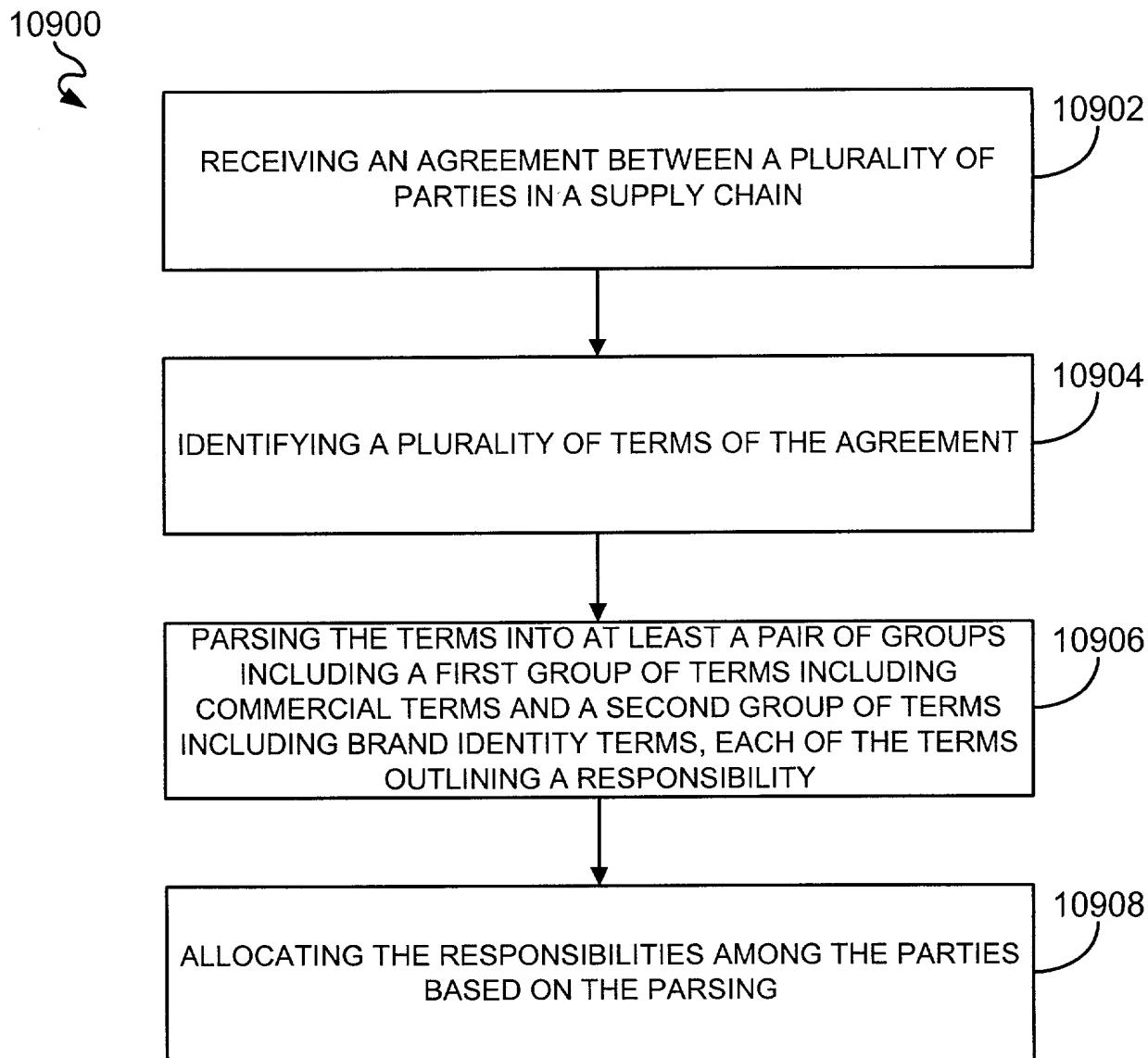


FIG. 109

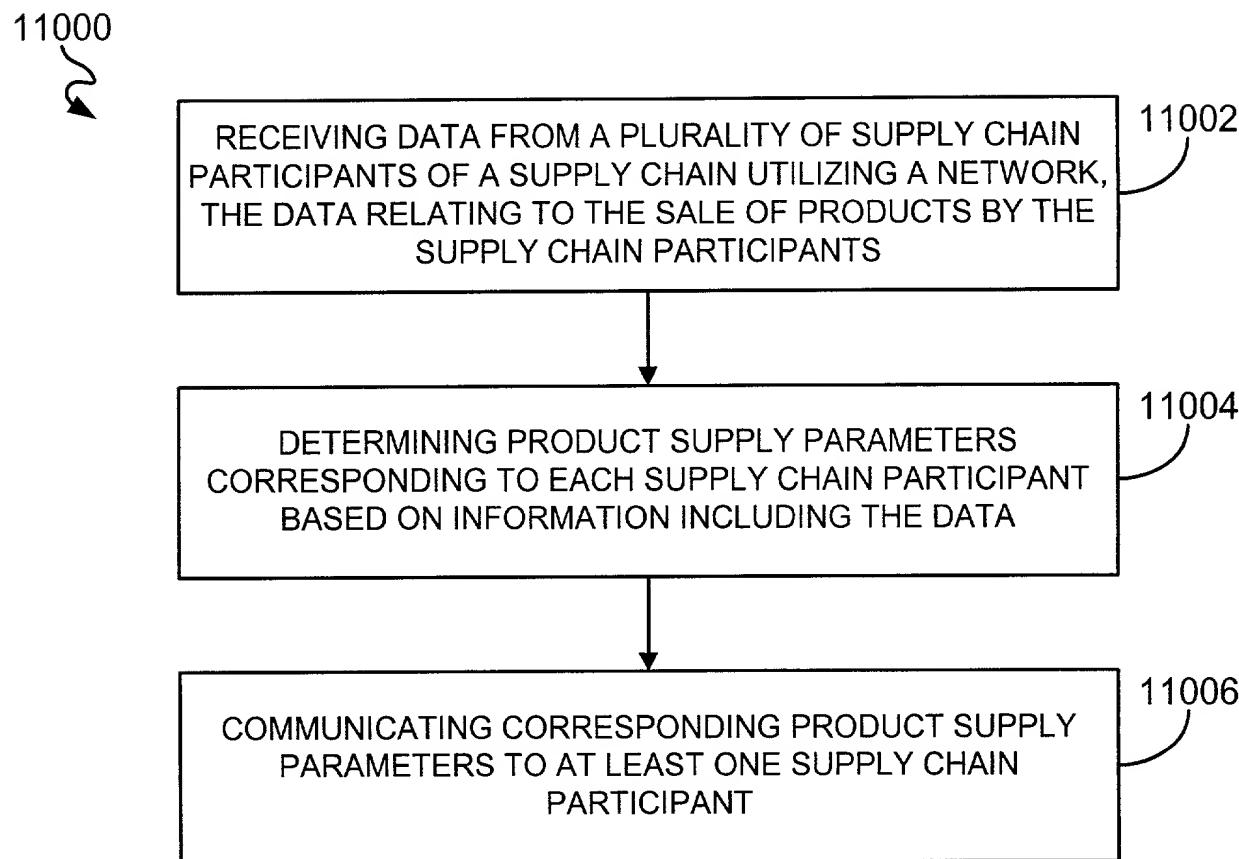


FIG. 110

11100

RECEIVING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE SUPPLY CHAIN PARTICIPANTS

11102

DETERMINING RULES TO ENSURE THE INCURRENCE OF MINIMAL COSTS TO THE SUPPLY CHAIN PARTICIPANTS

11104

APPLYING THE RULES TO ENSURE SUPPLY TO THE SUPPLY CHAIN PARTICIPANTS AT MINIMAL COST WITHOUT REQUIRING THE SUPPLY CHAIN MANAGER TO TAKE TITLE TO ANY GOODS

11106

FIG. 111

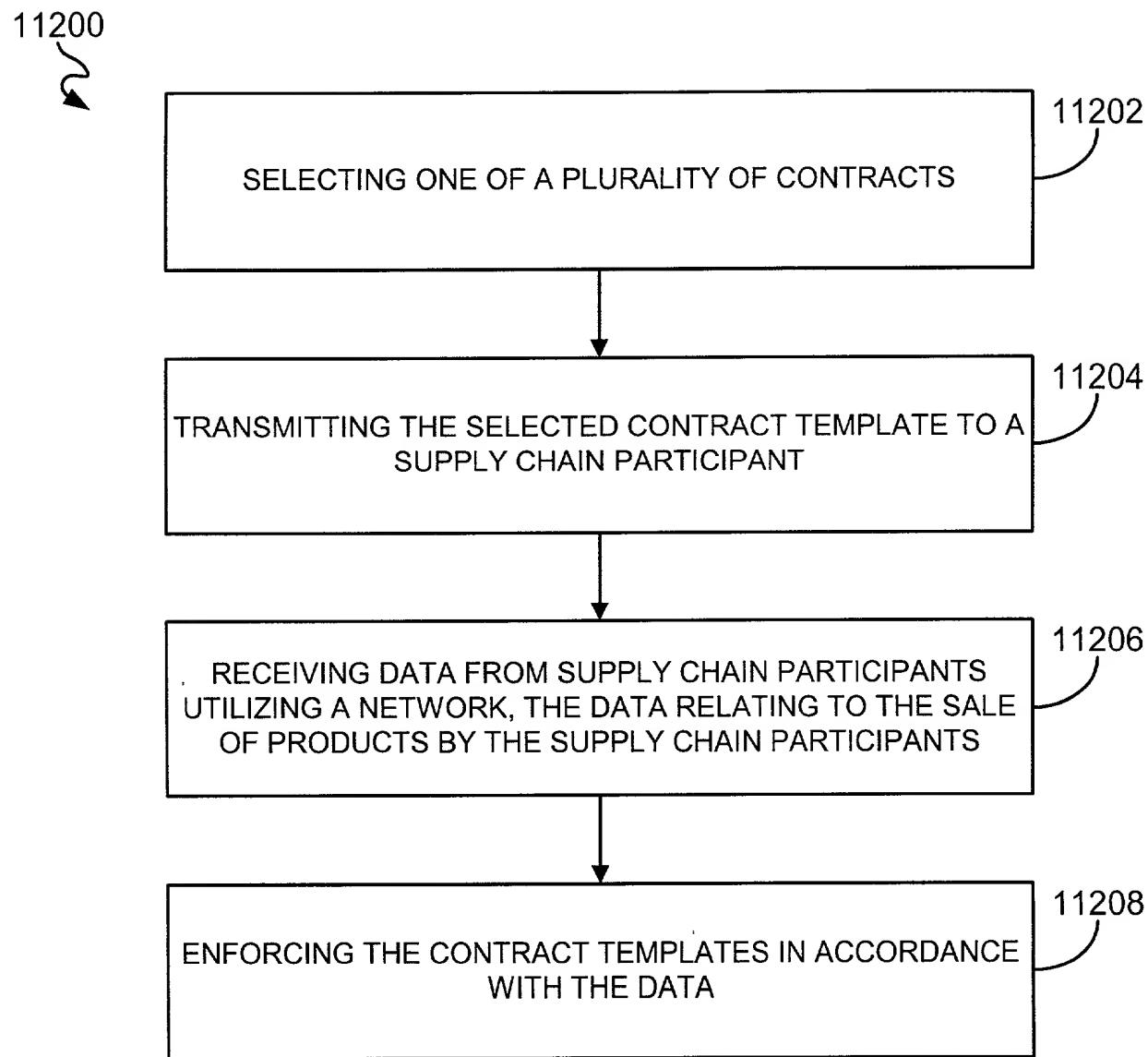


FIG. 112

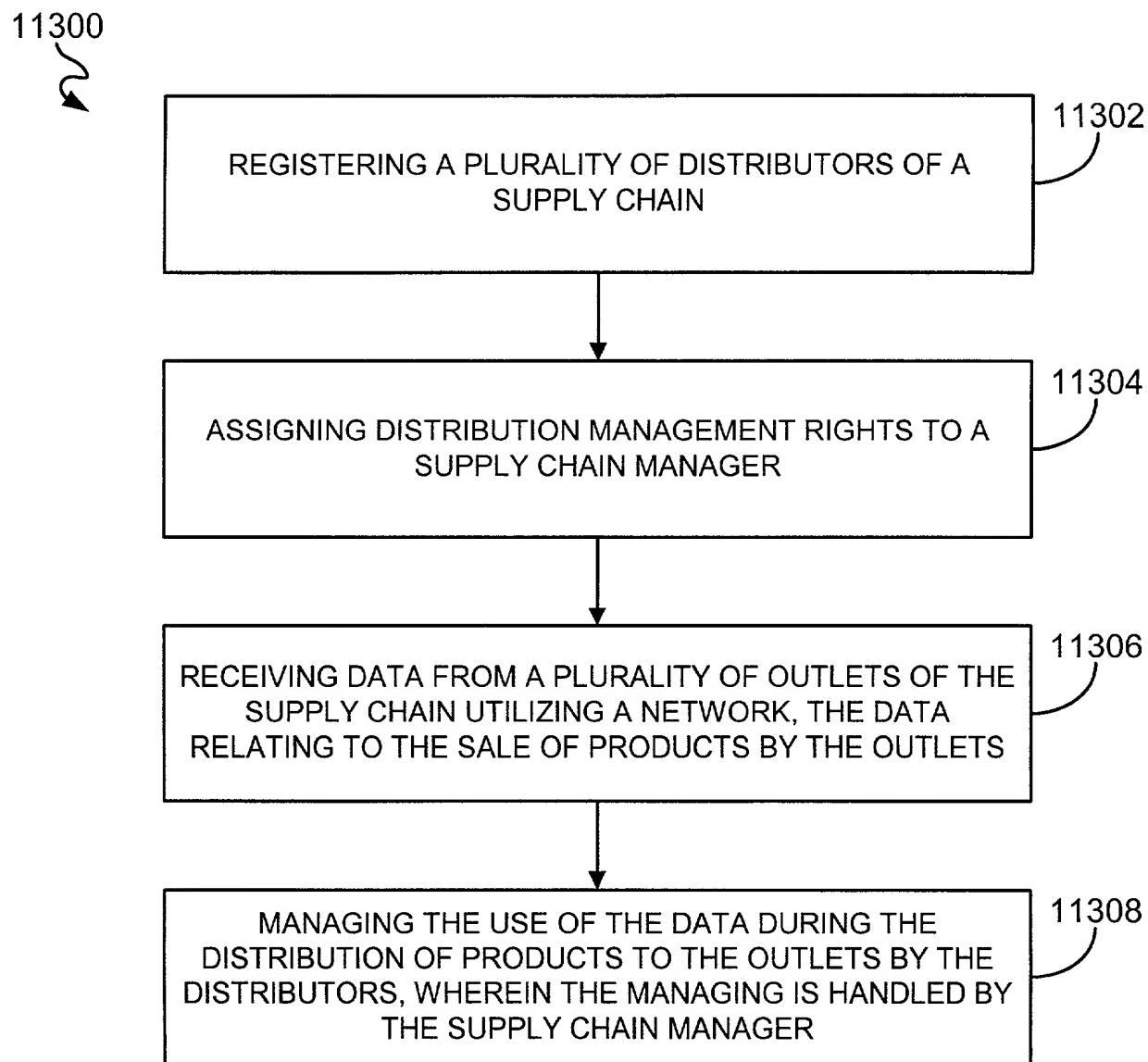


FIG. 113

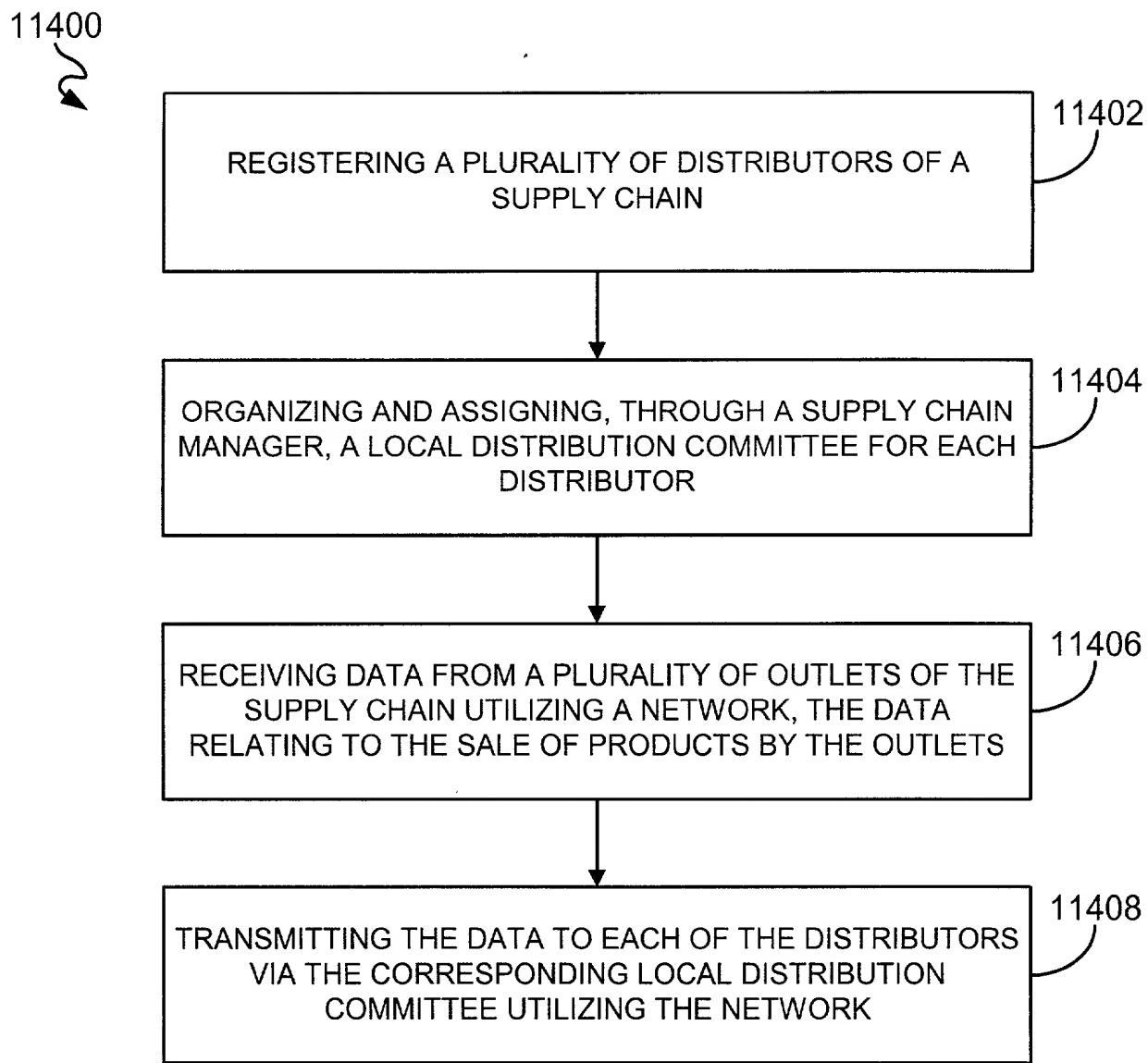


FIG. 114

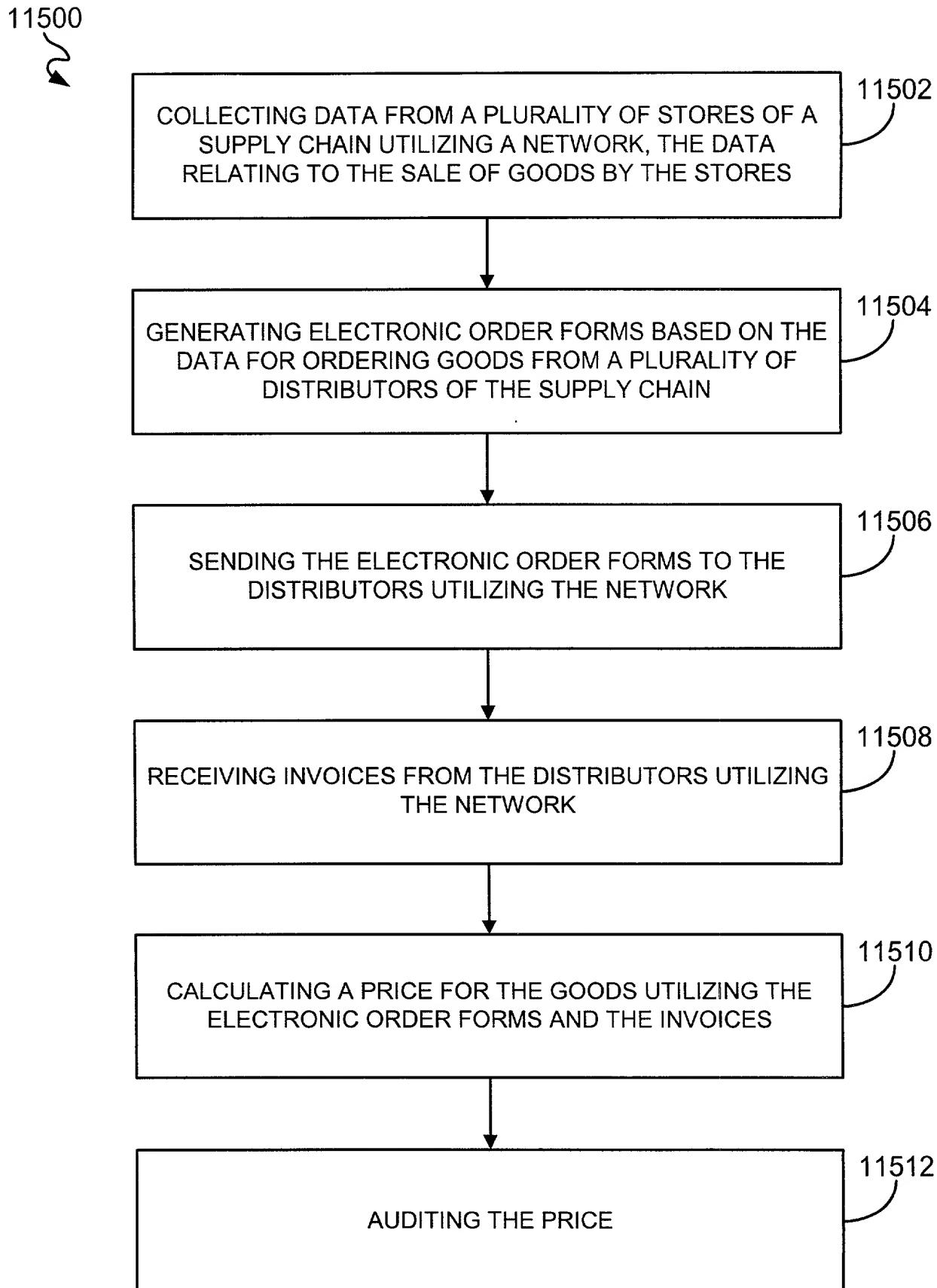


FIG. 115

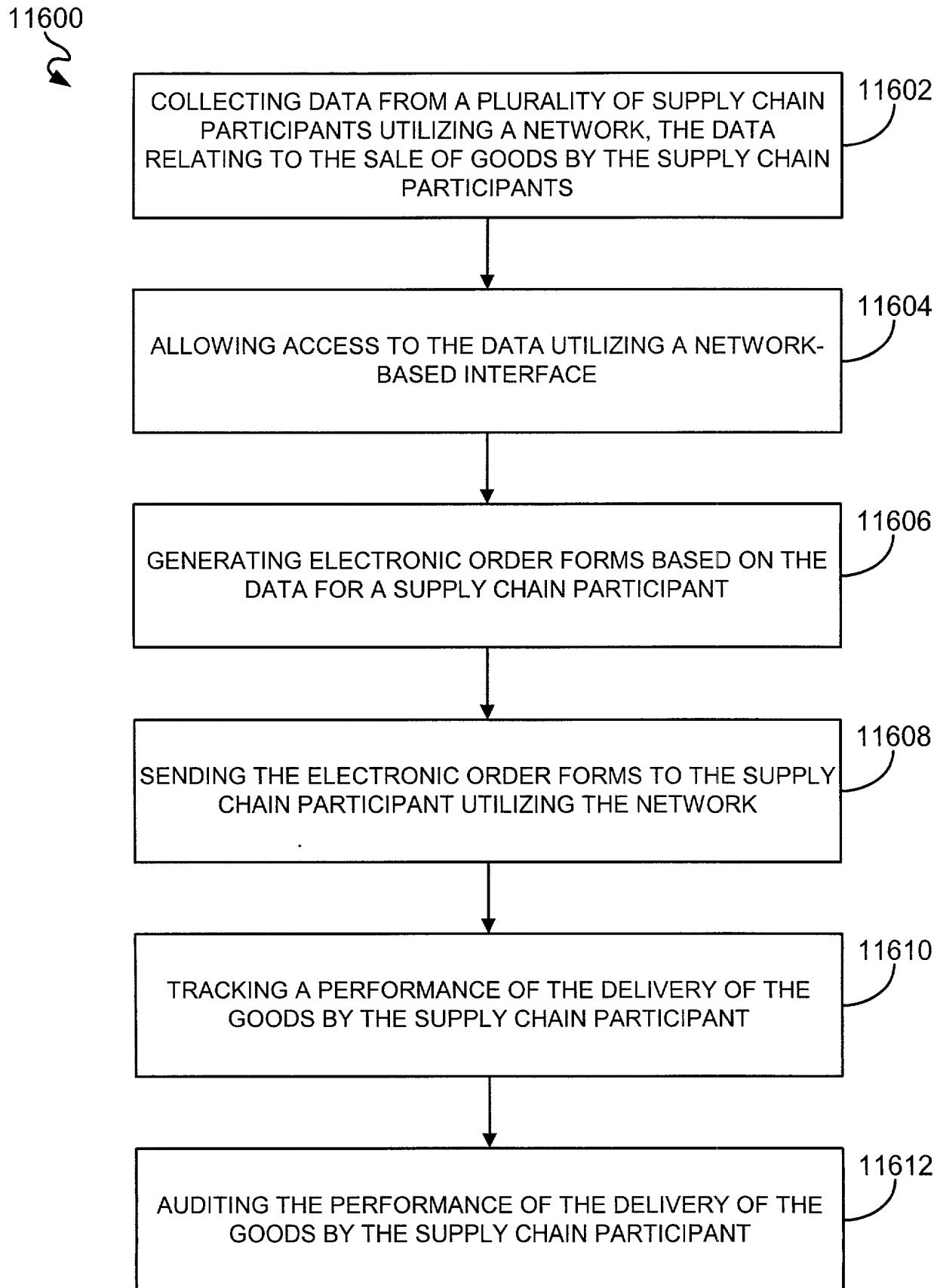


FIG. 116

11700

COLLECTING DATA FROM A PLURALITY OF OUTLETS OF A
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA
RELATING TO THE SALE OF GOODS BY THE OUTLETS

ALLOWING ACCESS TO THE DATA UTILIZING A NETWORK-
BASED INTERFACE

PROCESSING THE DATA

SENDING THE PROCESSED DATA TO AT LEAST ONE OF A
SUPPLIER, A DISTRIBUTOR AND THE OUTLETS IN THE
SUPPLY CHAIN UTILIZING ELECTRONIC MAIL TRANSMITTED
OVER THE NETWORK

FIG. 117

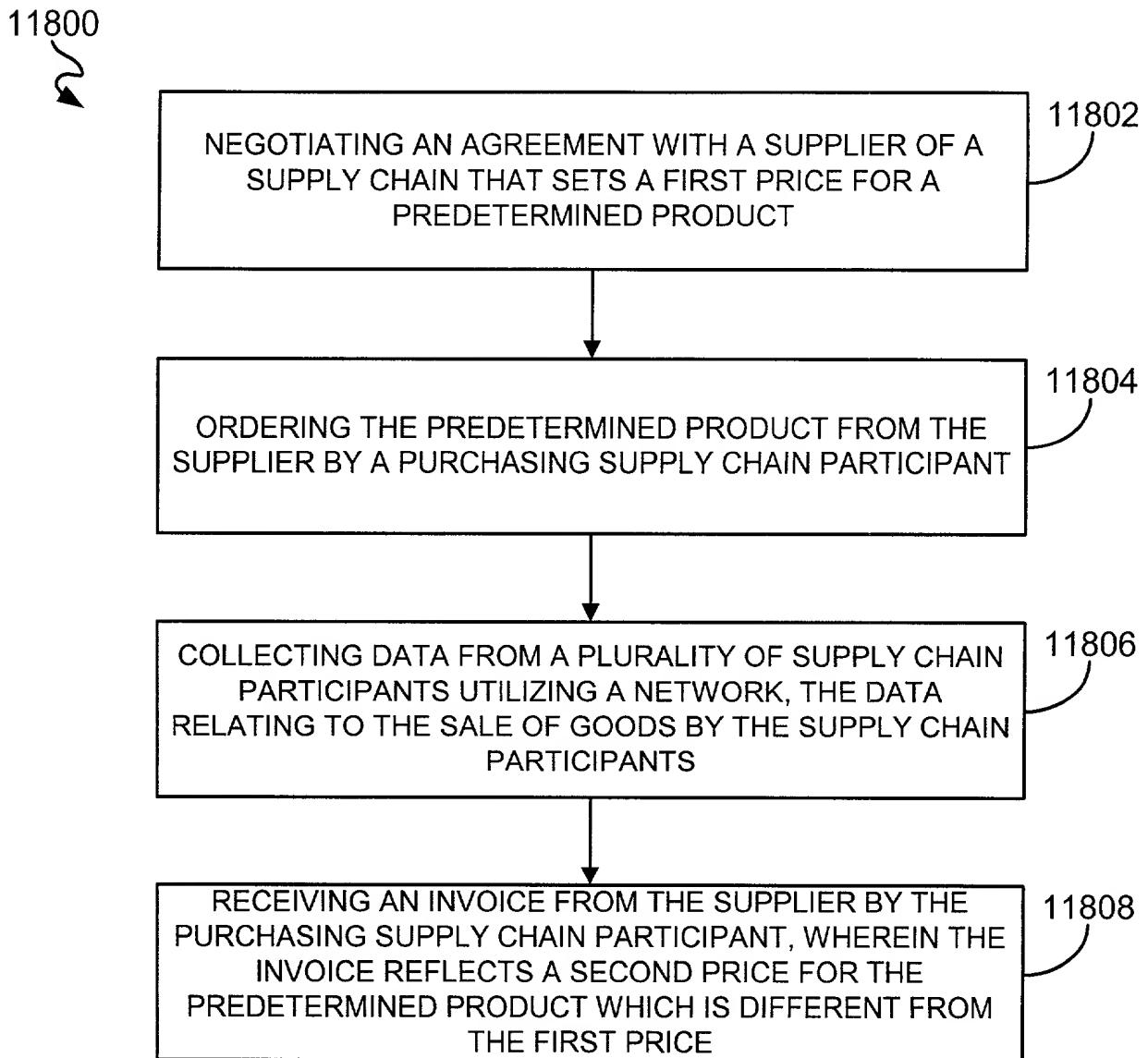


FIG. 118

11900

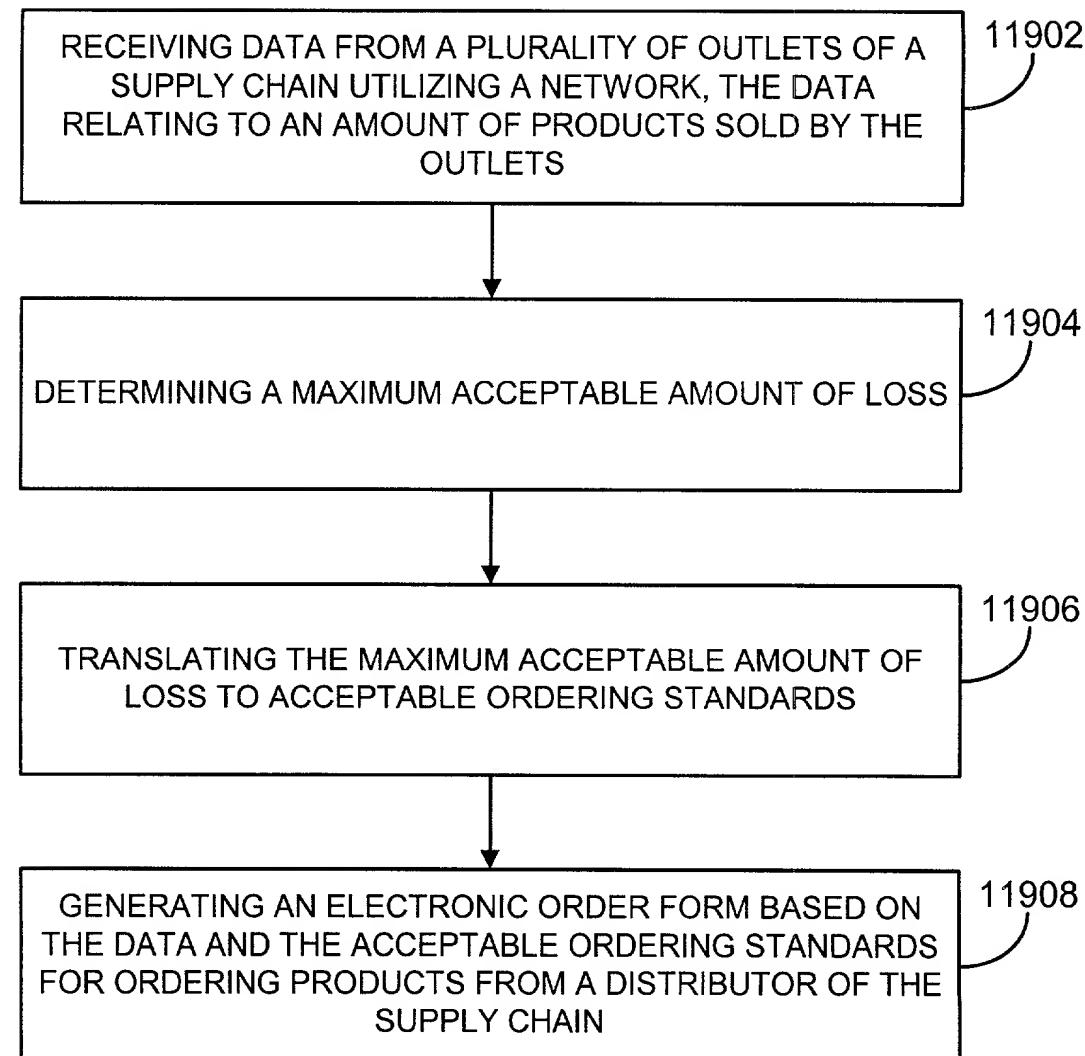


FIG. 119

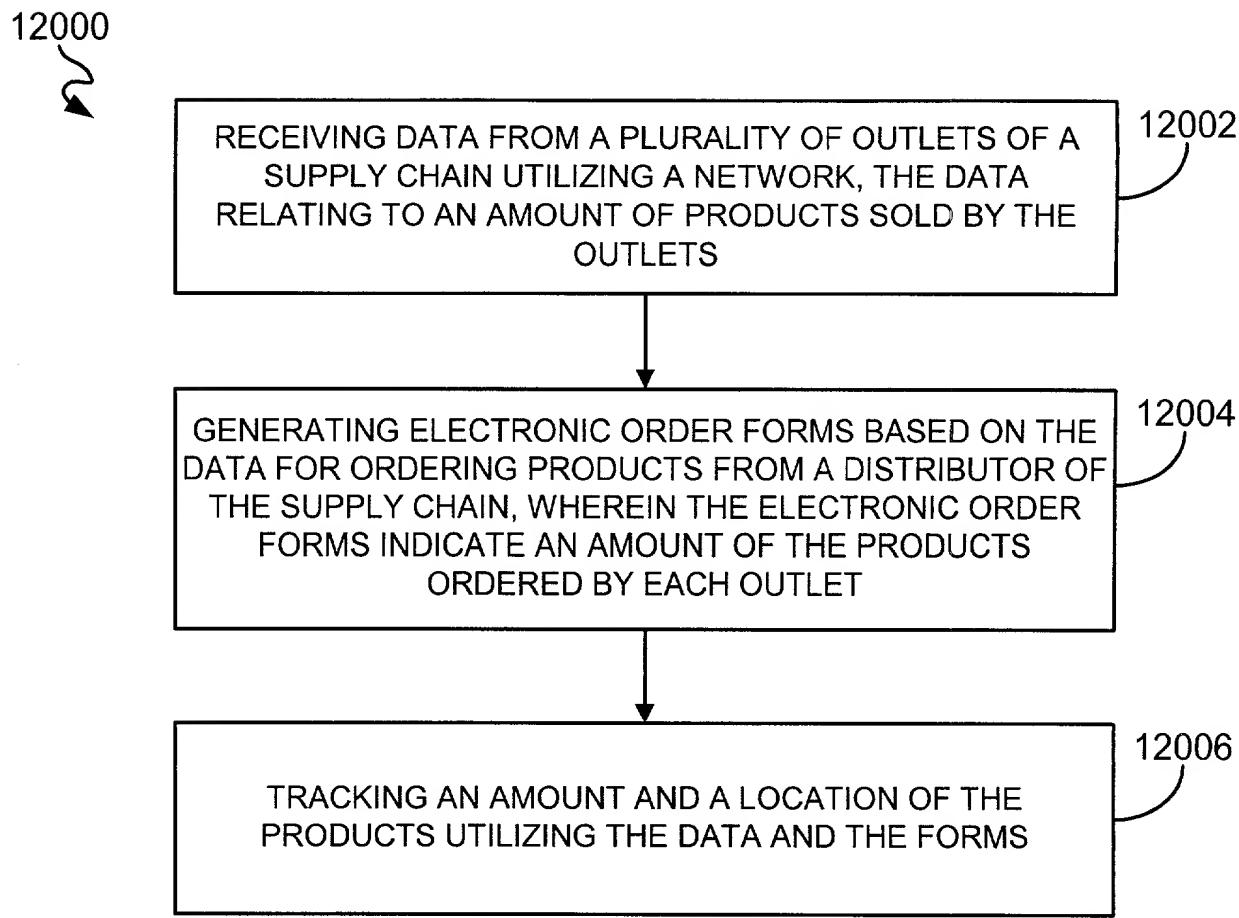


FIG. 120

12100

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE OUTLETS

12102

MAKING THE DATA ACCESSIBLE TO THE OUTLETS, DISTRIBUTORS, AND SUPPLIERS UTILIZING A NETWORK BASED INTERFACE

12104

AUCTIONING SURPLUS PRODUCTS FROM AT LEAST ONE OF THE OUTLETS UTILIZING THE NETWORK-BASED INTERFACE

12106

FIG. 121

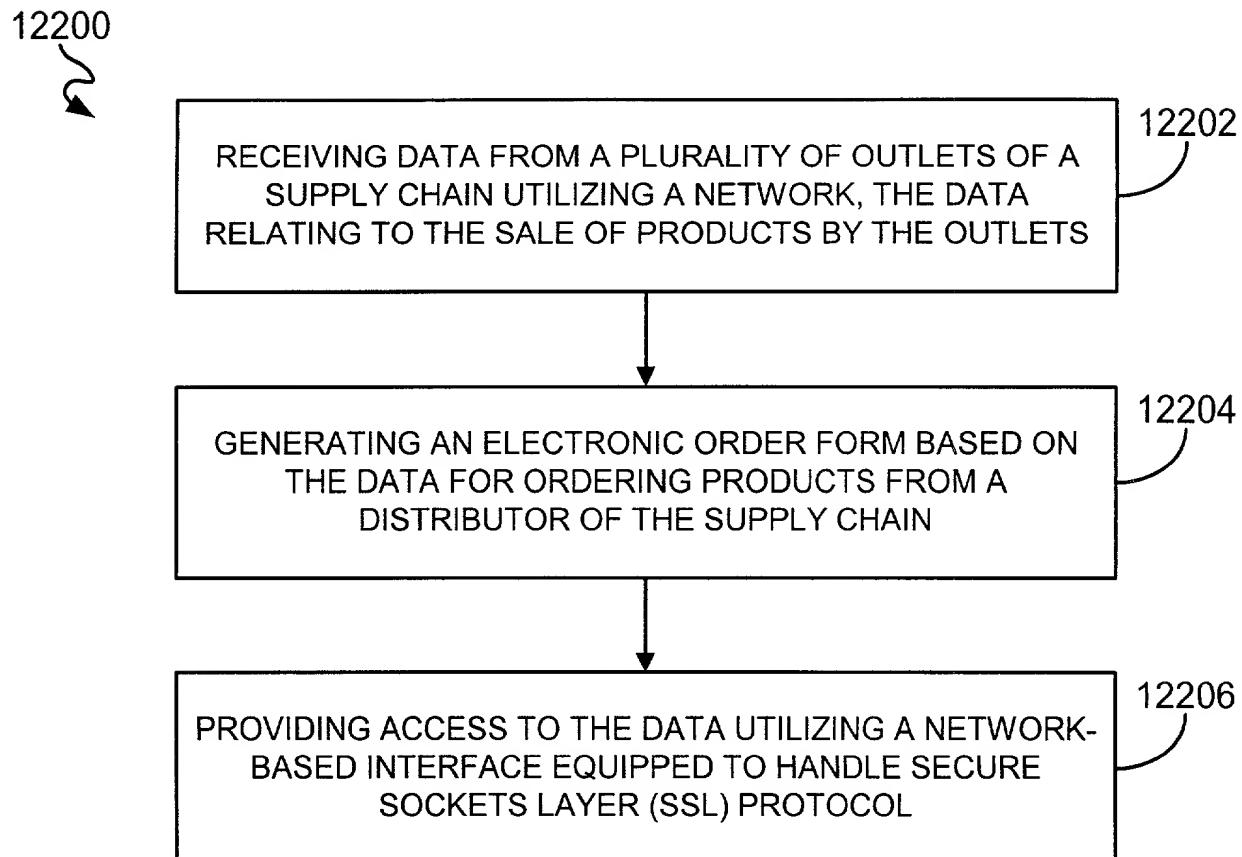


FIG. 122

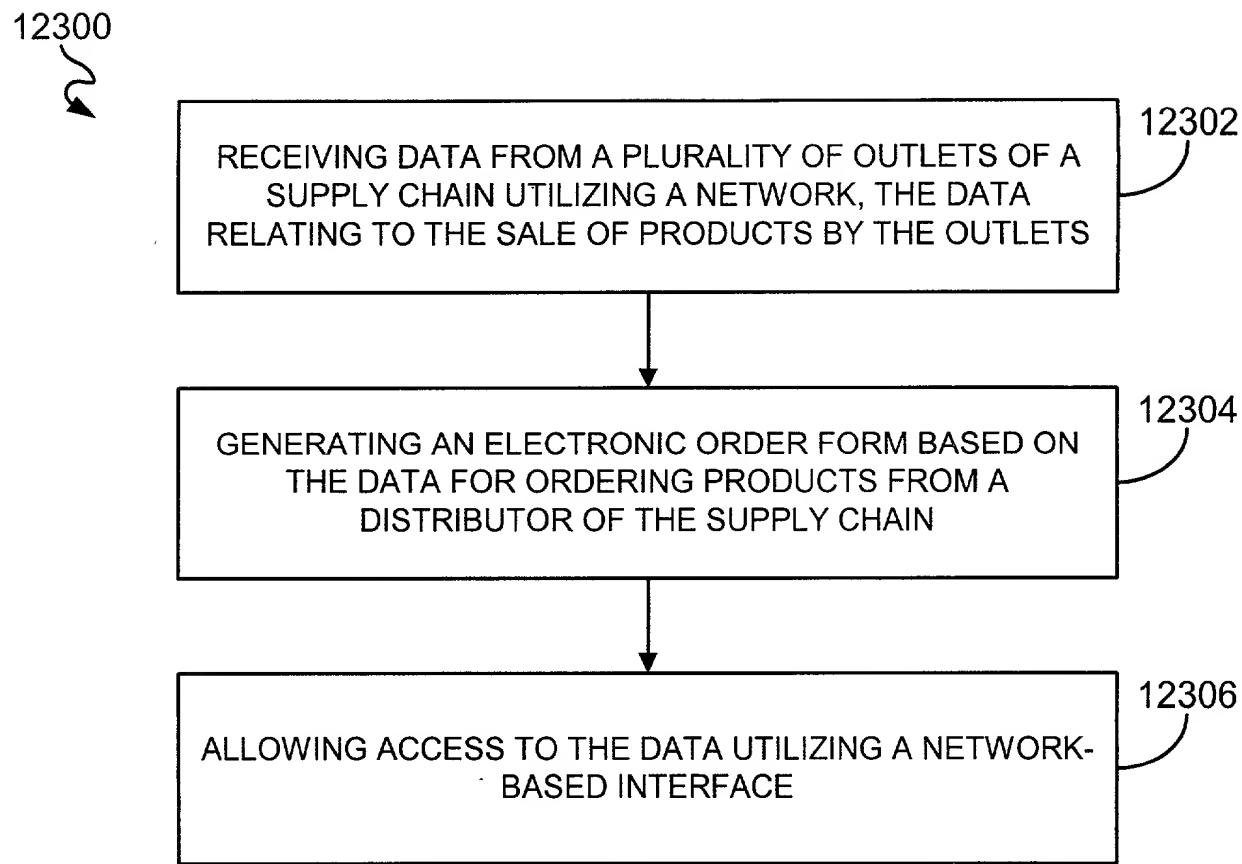


FIG. 123

12400

12402

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA
RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

12404

GENERATING A CALENDAR OF EVENTS

12406

ALLOWING ACCESS TO THE CALENDAR OF EVENTS
UTILIZING A NETWORK-BASED INTERFACE

FIG. 124

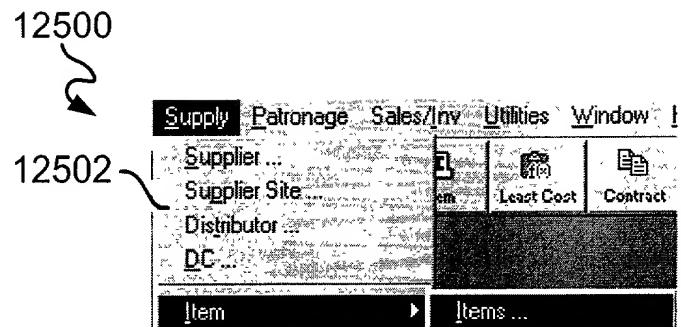


FIG. 125

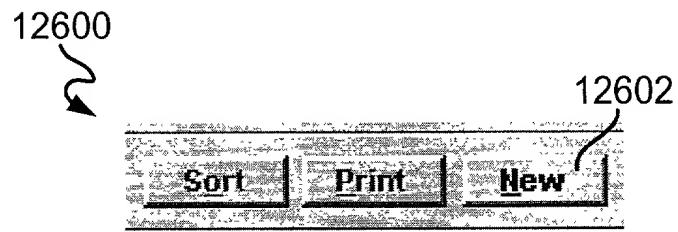


FIG. 126

12700

12702

The screenshot shows a software form with several input fields. On the left, there are labels: 'Item Desc:', 'Item Number:', and 'Product Cat Code:'. To the right of these labels are dropdown menus. On the far right, there are two more dropdown menus labeled 'Status Code:' and 'Item Rank:'. A yellow arrow points to the 'Status Code:' field from the right, and another yellow arrow points to the 'Item Desc:' field from the left.

FIG. 127

12800

Landed Cost by Distribution Center

Item	Inv FOB	Freight	Landed	Routing
Bag - Medium	4.85	0.23	5.08	TL
Bag - Large	6.7	0.23	6.93	TL
Biscuits - Frozen	12.33	1.15	13.48	TL
Brush - Pot, Long Handle	40.2	2.02	42.22	TL
Brush - Pot, Short Handle	24	1.39	25.39	TL
Carton - Breakfast	16.59	1.1	17.69	RDC
Carton - Large Fry	29.91	0.81	30.72	RDC
Carton - Medium Fry	18.92	0.73	19.65	TLMIN

FIG. 128

12900



FIG. 129

13000

Supplier Item Desc:	Item No:
Current:	<input checked="" type="radio"/> Yes <input type="radio"/> No
Items per Case:	5000
Innerpack Contents:	5M1000
Item Size:	
Case Length:	
Case Width:	
Case Depth:	
Case Dimension U/M: INCH(S)	
Item Cube:	0.95 CUBIC FEET
Item Shelf Life:	
Tie Qty:	
High Qty:	
Cases Per Pallet:	
Stacking Allowed:	
Universal Product Code:	
Cases Per Truckload:	1350
Net Weight:	39.00
Gross Weight:	39.00
Weight U/M:	POUND(S)
BarCode:	

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

13100

Site Information Site Id: 17355 Site Role: *FOB Shipping Point*

Site Name: TYSON FOODS - NEW HOLLAND, PA

13102

FIG. 131

13200

Site Information Site Id: 16 FOB Shipping Point

Name: AMERISERVE-FARMINGDALE, NY

Status: Active

Railroad Name:

Rail Sidings:

FIG. 132

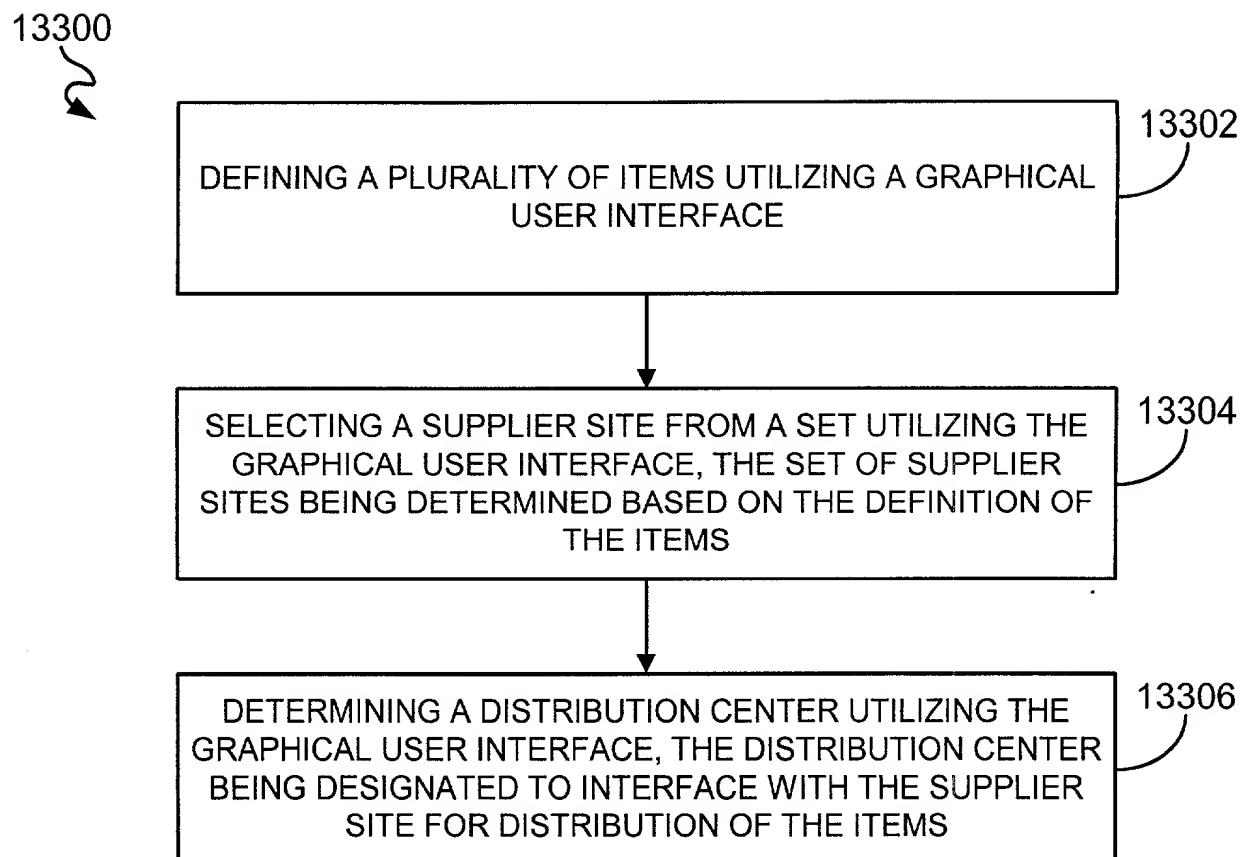


FIG. 133

13400

Item: WRAP-BACON DOUBLE CHEESEBURGER DELUXE Begin: 7/1/96 End: 9/1/96 Final:

Override Rules: Yes No Apply By: Cell

FIG. 134

13500

DC	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE,	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE, NY	TYSON FOODS - NEW HOLLAND, PA

FIG. 135

13600

Con FOB	Inv FOB	Freight	Landed
34.3200	34.3900	0.8400	35.2300
34.3200	34.3900	0.2900	34.6800

FIG. 136

13700

Contr.	LB	Trk	Routing
96	83,600	2.0	TL
96	215,040	5.1	TL

FIG. 137



FIG. 138

Min Ordr	UM	Slip	Deliv.
1	TRUCKLOAD(S) Pallet		
1	TRUCKLOAD(S) Pallet		

FIG. 139

Carrier	Stated Vol
Truck	83,600
Truck	215,040

FIG. 140

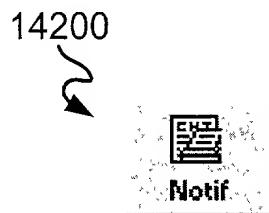


FIG. 142

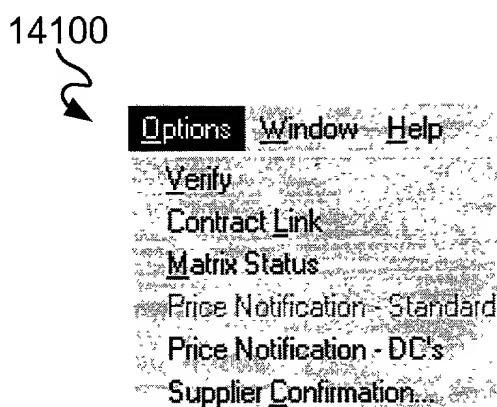


FIG. 141

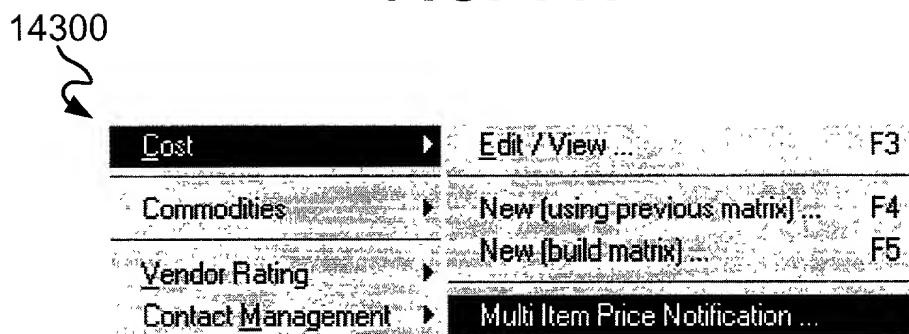


FIG. 143

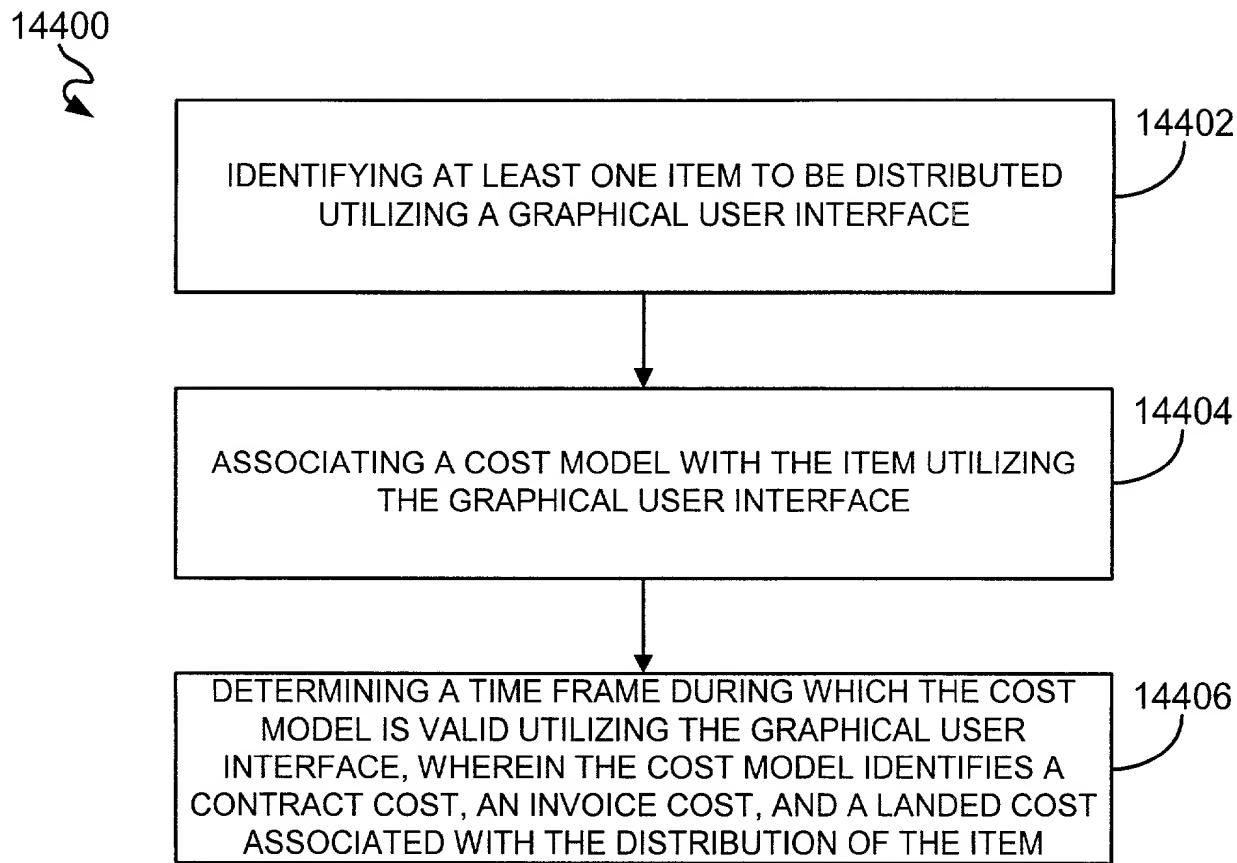


FIG. 144

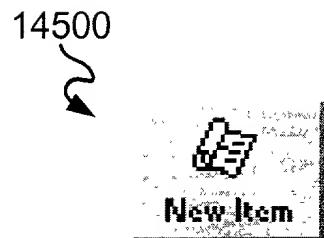


FIG. 145

14600

Contract ID: 673 TYSON FOODS
Initial Buyer Name: Jamie Hersh **Current Buyer Name:** Chris Stanton

FIG. 146

14700

Contract Start Date: 05/15/98
Contract End Date: 12/31/02
Execution Date: 5/15/98
Effective: Shipment Date
Payment Terms: Net 10

FIG. 147

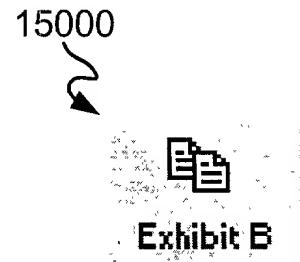
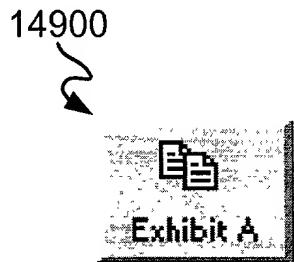
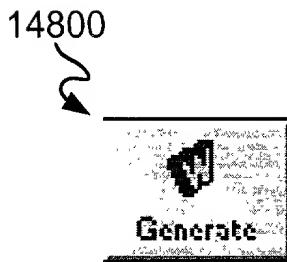


FIG. 148

FIG. 149

FIG. 150

15100

Select the End Dates to Use on the Exhibit

Item Description	Cost Matrix End Date	Contract End Date	No End Date
BEEF 27%	<input type="radio"/> 8/1/98 <input checked="" type="radio"/> 2/24/08 <input type="radio"/> No Date	<input checked="" type="radio"/> 2/24/08 <input type="radio"/> No Date	<input type="radio"/> No Date
BEEF WHOPPER 4.0 OZ	<input type="radio"/> 8/1/98 <input checked="" type="radio"/> 2/24/08 <input type="radio"/> No Date	<input checked="" type="radio"/> 2/24/08 <input type="radio"/> No Date	<input type="radio"/> No Date
BEEF WHOPPER JR. 2.8 OZ.	<input type="radio"/> 8/1/98 <input checked="" type="radio"/> 2/24/08 <input type="radio"/> No Date	<input checked="" type="radio"/> 2/24/08 <input type="radio"/> No Date	<input type="radio"/> No Date

FIG. 151

15200

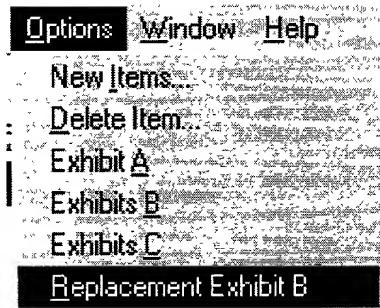


FIG. 152

15300



FIG. 153

15400

IDENTIFYING A CONTRACT UTILIZING A GRAPHICAL USER INTERFACE

15402

ASSOCIATING THE CONTRACT WITH AN ITEM TO BE DISTRIBUTED UTILIZING THE GRAPHICAL USER INTERFACE

15404

PREVENTING THE ITEM FROM BEING ASSOCIATED WITH MORE THAN ONE CONTRACT

15406

FIG. 154

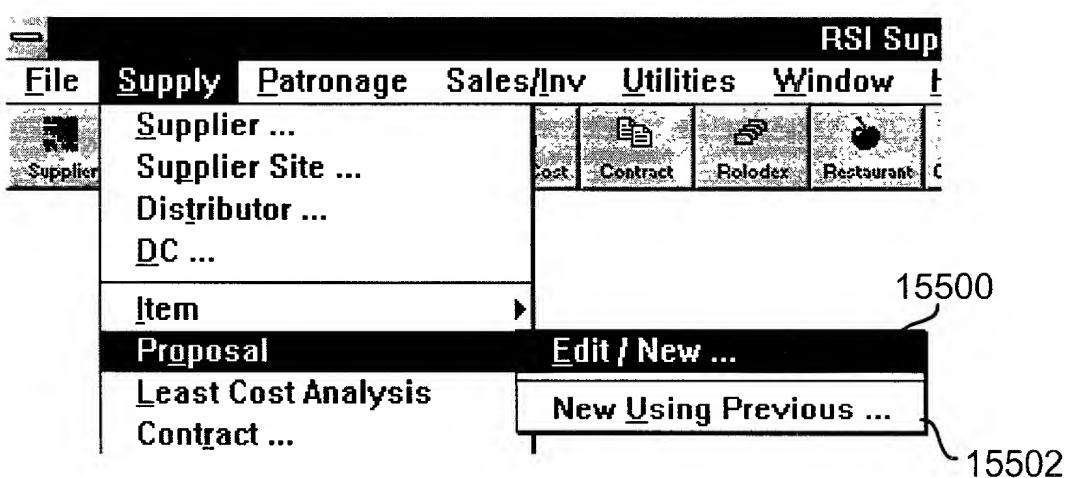


FIG. 155

15600

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | View Bid |  

Proposal Information

Proposal ID: 1021 **Proposal Due Date:** 06/12/97

Proposal Name: Foam Hot Cups & Polystyrene Lids **Contract Begin Date:** 07/01/97

Buyer Name: Dennis Clabby **Contract End Date:** 06/30/98

Actions

#	Date	Action Description
1	05/28/97	Sent this bid to Dart and also sent a request for information to WinCup.

FIG. 156

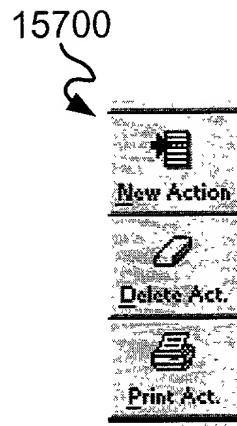


FIG. 157

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info Items Suppliers DCs FOB Price DC/Rest Usage Templates View Bid

Search Query Reset

Query Values

Item Description
CUP-HOT

Item Description
LID-HOT 12/16 OZ (DRY)
LID-HOT 8 OZ (DRY)

2 Rows Selected

FIG. 158

15800

Item Description	15902
CUP-HOT 12 OZ (PAPER)	DRY
CUP-HOT 16 OZ (PAPER)	DRY
CUP-HOT 8 OZ (PAPER)	DRY
15904	>>
	<<
	15906
	<<
	15908

Item Description	15906
CUP-HOT 12 OZ (DRY)	?
CUP-HOT 16 OZ (500 CT) (DRY)	>
CUP-HOT 8 OZ (DRY)	>
LID-HOT 12/16 OZ (DRY)	>>
LID-HOT 8 OZ (DRY)	<<

5 Rows Selected

FIG. 159

16000

Item Description
MAYO-BULK

FOB Price Component
Mayonaise Components
(None Selected)
Generic FOB Pricing
Mayonaise Components

FIG. 160

16100

Item	Growth %	Gross Wgt.	Item Cube	Contract Period			
CHICKEN-BK BROILER	5.00%	32	1.26	09/01/97 to 12/31/97			
CHICKEN-PATTY	7.00%	37.00	1.09				
CHICKEN-TENDERS	0.00%	25.00	1.06				
Distribution Center	Previous Case Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC Item Growth	Projected Unit Usage	
POST-ALBUQUERQ	576	30	99.34%	6.03	5.00%	755	
POST-DENVER	833	39	99.05%	6.68	5.00%	1,083	
POST-SALT LAKE	116	2	80.00%	5.46	5.00%	37	

FIG. 161

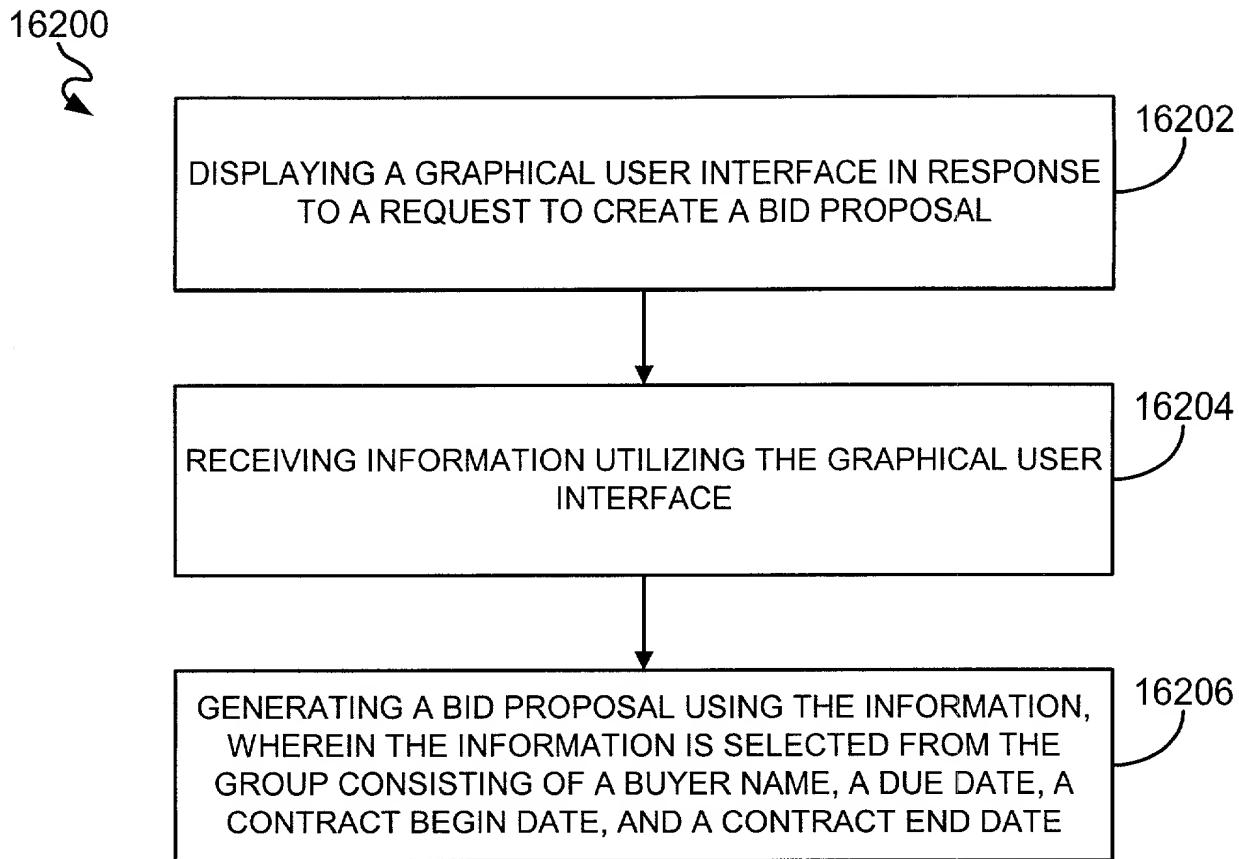


FIG. 162

16300



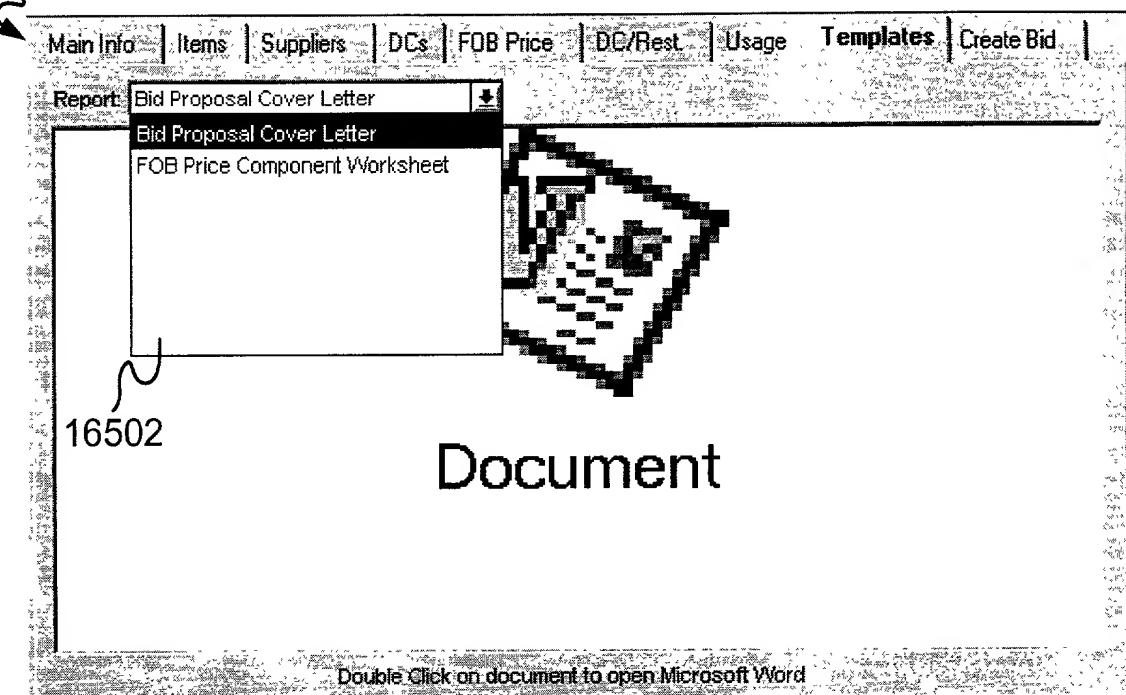
FIG. 163

16400

	<i>Supply</i>	<i>MS</i>	<i>Editable</i>
			<i>Word</i>
Bid Proposal Cover Letter	?	?	Y
General Terms and Conditions	?	?	N
Usage Estimates	?	?	N
Supplier Facility Worksheets	?	?	N
Item Information Worksheets	?	?	N
Sample Supply Agreement	?	?	N
BK Specification Request	?	?	N
FOB Price Component	?	?	Y
Truckload Freight Worksheet	?	?	N
LTL Freight Worksheet	?	?	N

FIG. 164

16500



Document

FIG. 165

16600

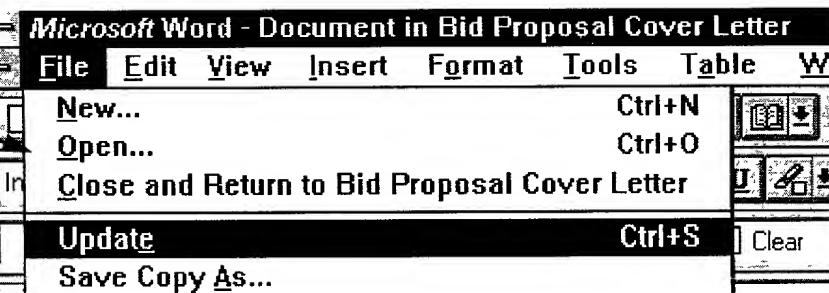


FIG. 166

16700

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Create Bid |

Bid Proposal Sent

Bid Proposal Will Include Checked Documents

General		Cost	
Bid Proposal Cover Letter	<input checked="" type="checkbox"/>	FOB Price Component Worksheet	<input checked="" type="checkbox"/>
General Terms & Conditions	<input checked="" type="checkbox"/>	Truckload Freight Worksheet	<input checked="" type="checkbox"/>
Usage Estimates	<input checked="" type="checkbox"/>	LTL Freight Worksheet	<input checked="" type="checkbox"/>
Supplier Facility Worksheet	<input checked="" type="checkbox"/>	Blank Sheets	
Item Information Worksheet	<input checked="" type="checkbox"/>	Supplier Facility Worksheet	<input checked="" type="checkbox"/>
Sample Supply Agreement	<input checked="" type="checkbox"/>	Item Information Worksheet	<input checked="" type="checkbox"/>
BK Specification Request	<input checked="" type="checkbox"/>	FOB Price Component Worksheet	<input checked="" type="checkbox"/>
* LTL Freight Worksheet will be printed by system if necessary			

FIG. 167

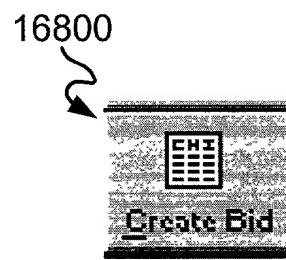


FIG. 168

16900

Report: Item Information Worksheet Supplier: (all)

7/2/97 Bid Proposal Cover Letter ATTY

FOB Price Component Worksheet DS

General Terms & Conditions

Item Information Worksheet

LTL Freight Worksheet

Sample Supply Agreement

Supplier Facility Worksheet

Restaurant Services, Inc.
Item Information Worksheet

FIG. 169

17000

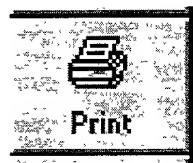


FIG. 170

17100



FIG. 171

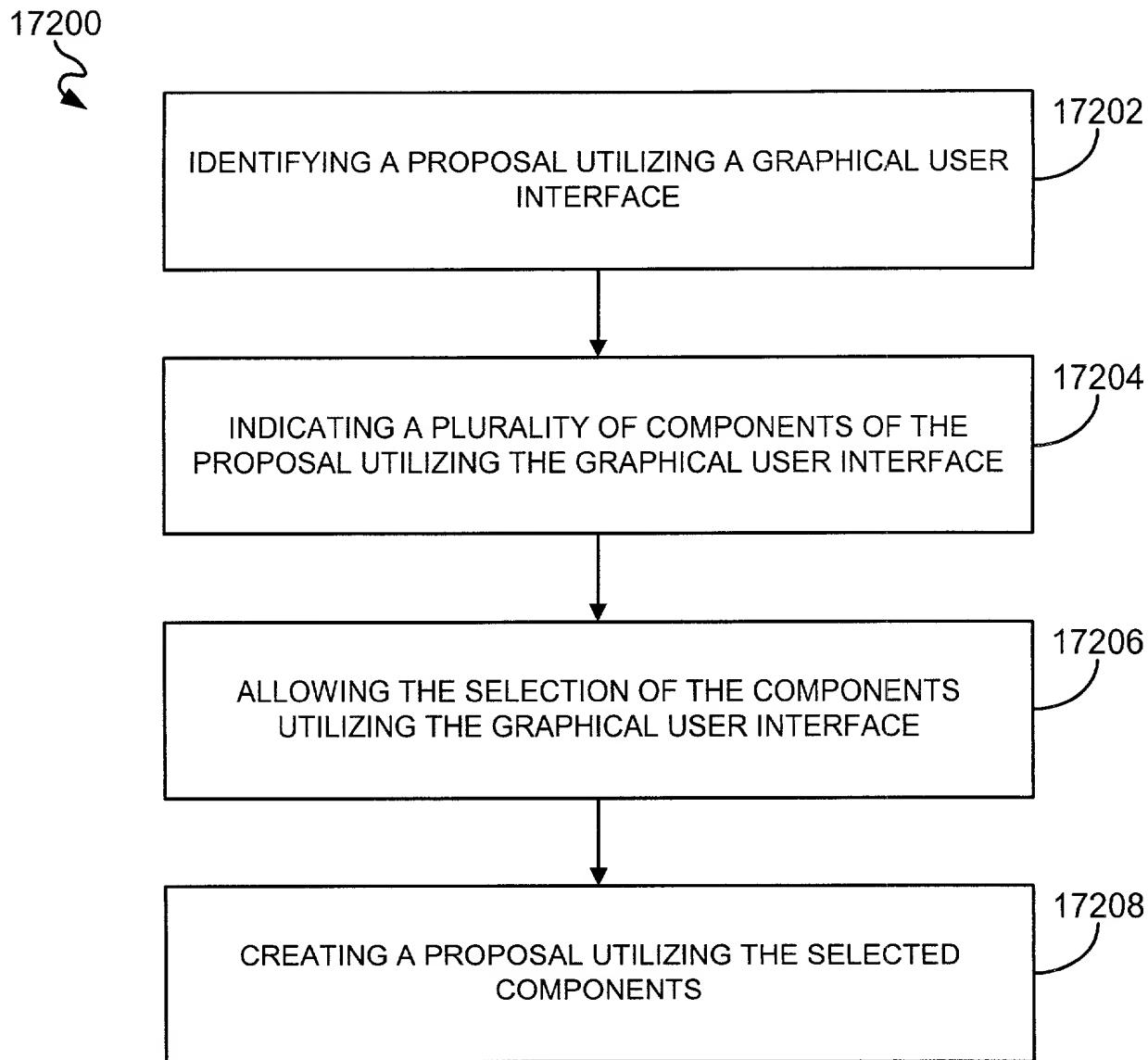


FIG. 172

17300

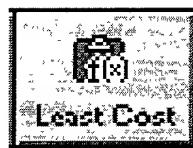


FIG. 173

17400

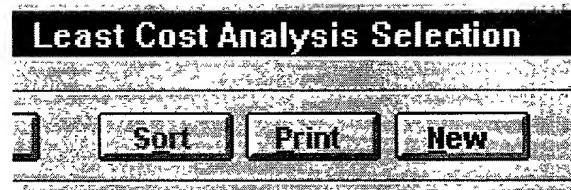


FIG. 174

17500

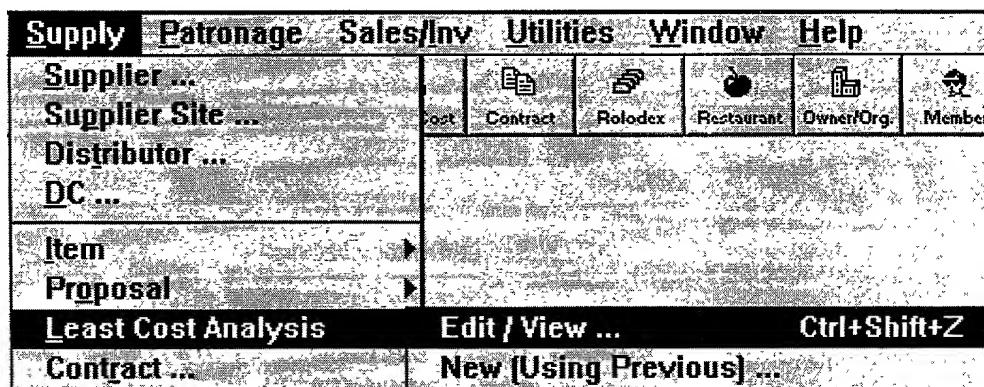


FIG. 175

17600

Bid Proposal Name: (None)

Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)

Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)

FIG. 176

17700

SELECTING BETWEEN A PLURALITY OF OPTIONS UTILIZING
A GRAPHICAL USER INTERFACE, EACH OPTION
CORRESPONDING TO A SEPARATE TECHNIQUE OF
CREATING AN ANALYSIS

17702

GENERATING A NEW ANALYSIS UPON THE SELECTION OF A
FIRST OF THE OPTIONS

17704

EDITING A PREVIOUS ANALYSIS UPON THE SELECTION OF
A SECOND OF THE OPTIONS

17706

INTEGRATING A BID PROPOSAL WITH AN INTEGRATED
ANALYSIS UPON THE SELECTION OF A THIRD OF THE
OPTIONS

17708

FIG. 177

17800

Analysis Name: Hash Brown Actual

Analysis ID: 1036

Buyer: Dennis Cleby

Period of Agreement: 10/1/97 THRU 9/30/98

Unit Of Measure: CASE(S)

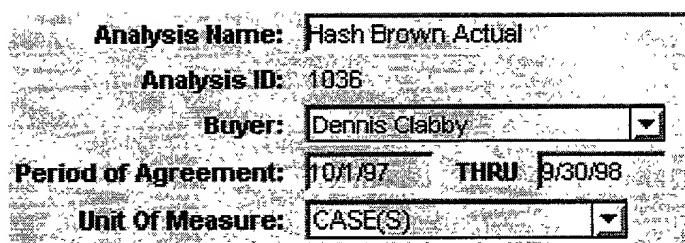


FIG. 178

17900

Version (1) of (9) Base version

What is the max # of FOB points to allocate to each DC ? One FOB

What is pricing method for this version ? FOB + Freight

What is the RSI Invoice FOB Upcharge (Downcharge) ? 0.0000

Override RDC Truckload Validation? No

Solution Strategy: Standard Last Revision: 9/15/97 1:04 PM

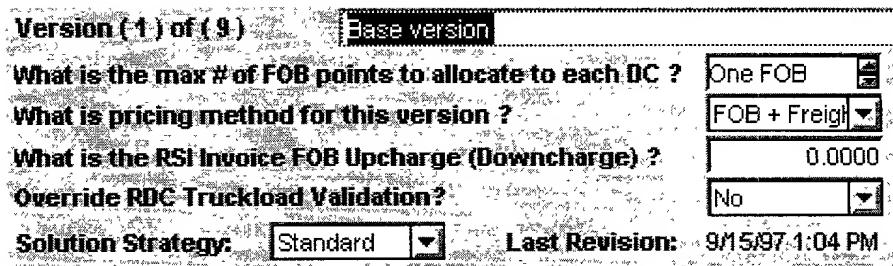


FIG. 179

18000

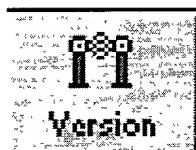


FIG. 180

18100

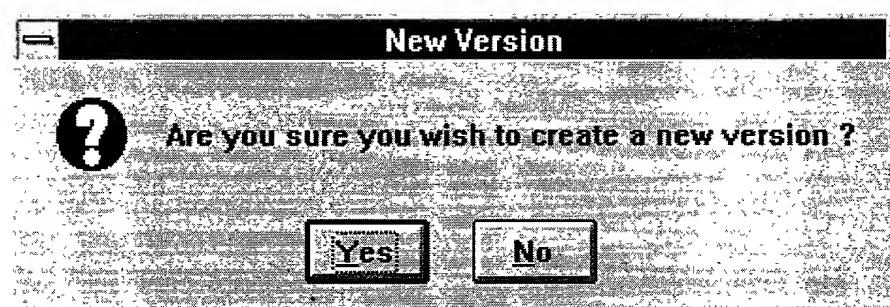


FIG. 181

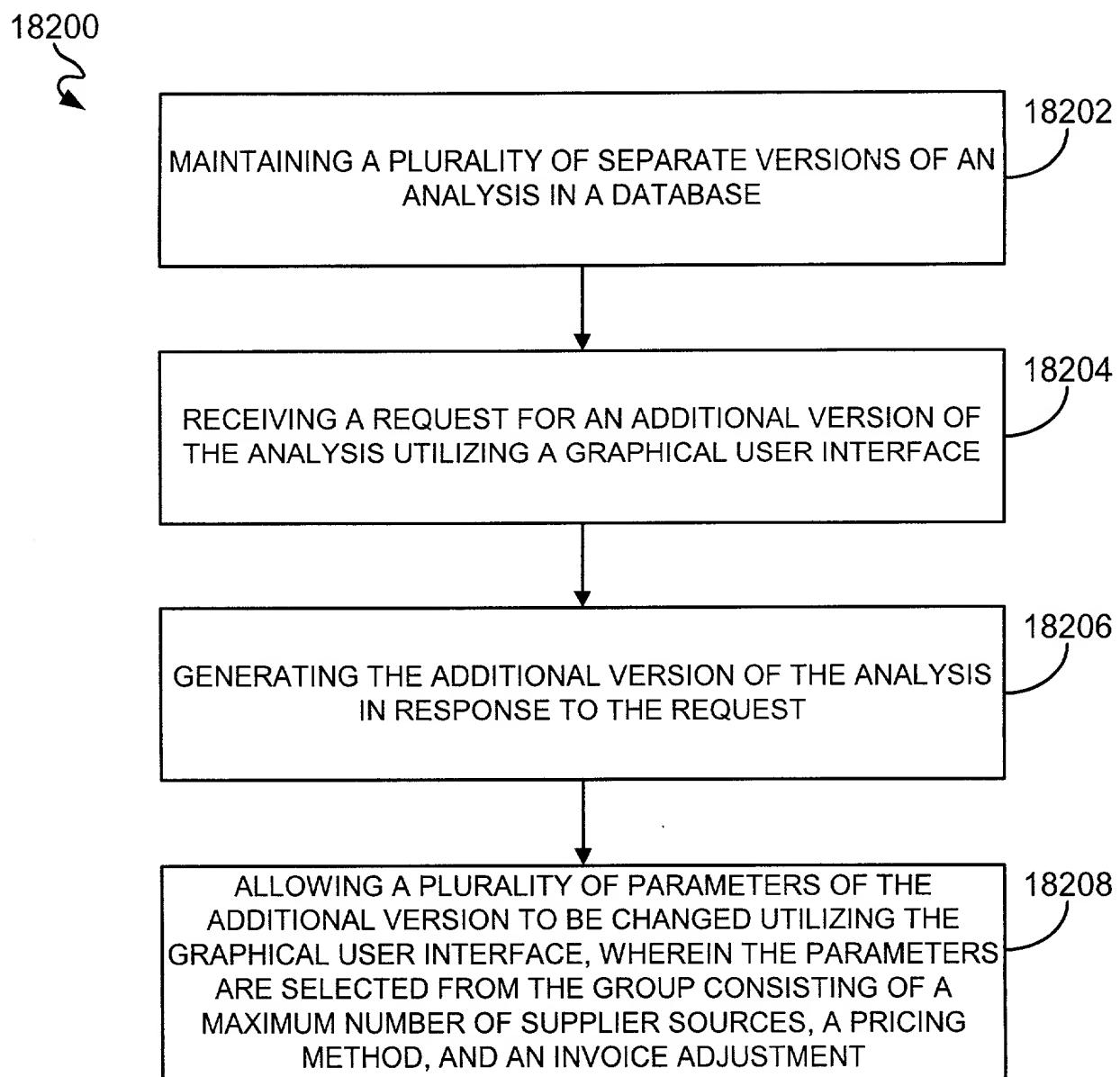


FIG. 182

18300

Search Query Reset

Query Values

Supplier FOB
DOP

>

>>

7 Rows Selected

Supplier FOB
DOPACO-DOWNTOWN, PA
DOPACO-KINSTON, NC
DOPACO-ST. CHARLES, IL
DOPACO-STOCKTON, CA
IMPERIAL BONDWARE-SHELBYVILLE

18302

FIG. 183

18400

Item Description	Conv. Factor
FRIES-COATED (FRZN)	36

18402

FIG. 184

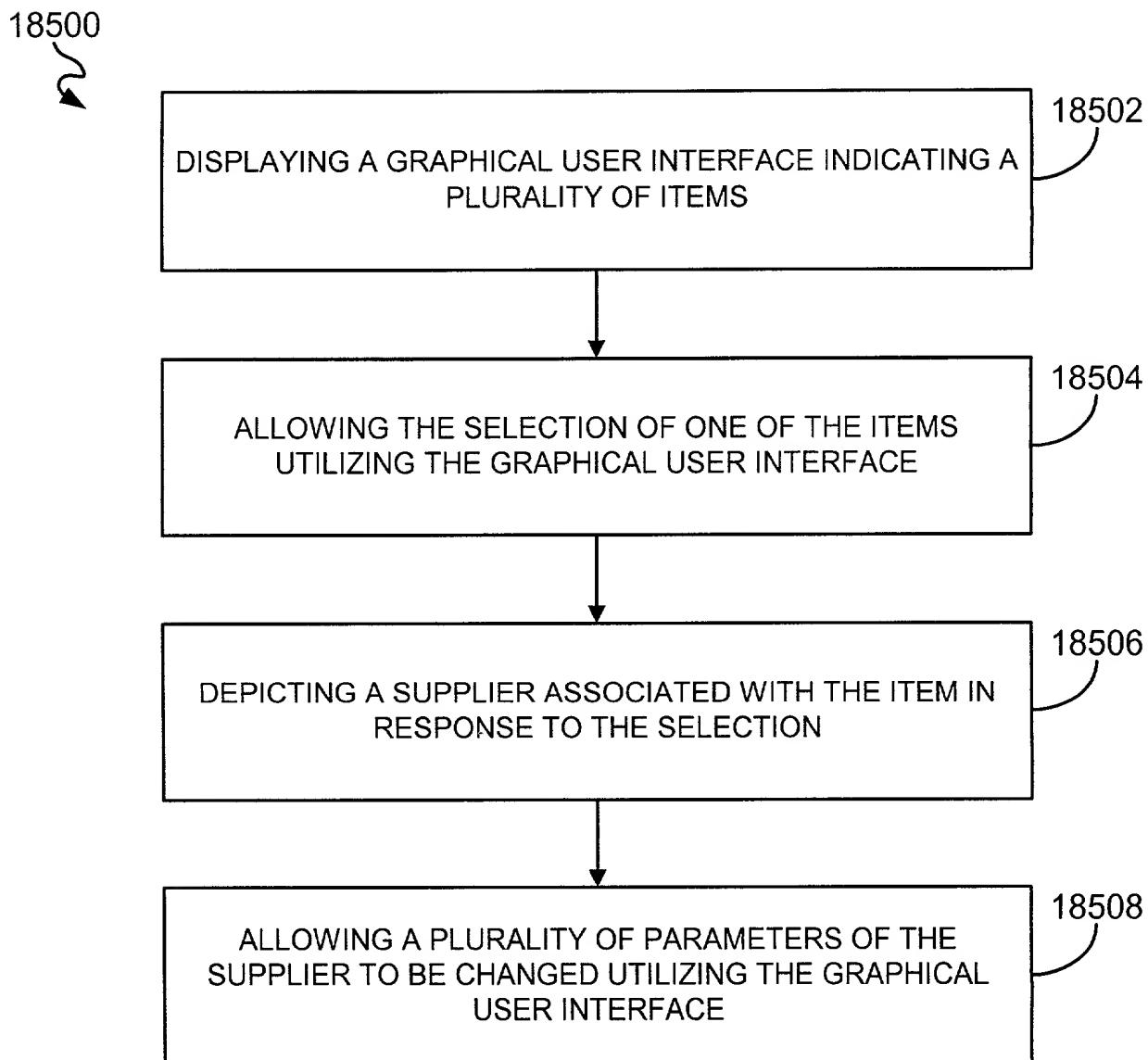


FIG. 185

18600

Item Description	Supplier FOB
CUP-COLD 16 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 22 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 32 OZ	DOPACO-DOWNTOWN, PA
Supplier Item Desc: 16 OZ COLD CUP	Item No: CP2942
Items per Case: 1200	Tie Qty: 5
Innerpack Contents: 1200	High Qty: 5
Item Size: <input type="text"/>	Cases Per Pallet: 25
Item Shelf Life: <input type="text"/>	Stacking Allowed: <input checked="" type="radio"/> Yes <input type="radio"/> No
Case Length: 22.125	Mandatory: <input type="checkbox"/>
Case Width: 15.125	Case Cube: 3.43 CUBIC FEET
Case Depth: 17.75	Cases Per Truckload: 769
Case U/M INCHES	Gross Weight: 29.28 POUND(S)
	Net Weight: 27.28 POUND(S)

FIG. 186

18700



FIG. 187

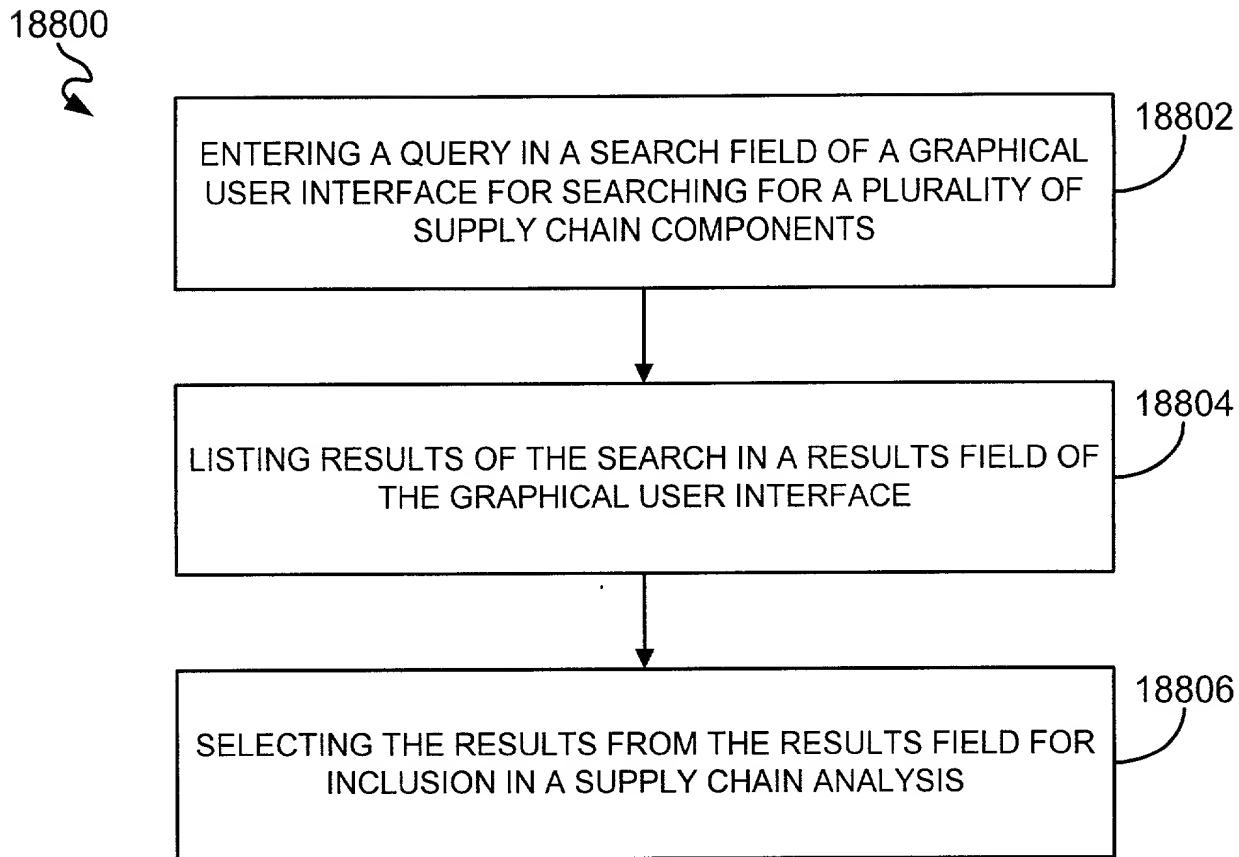


FIG. 188

18900



Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
CAVENDISH FARMS		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
J.R. SIMPLOT COMPANY		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.		Pallet	200,000,000		<input type="radio"/> Yes <input checked="" type="radio"/> No

Supplier FOB	Minimum	Maximum	Include
LAMB-WESTON, INC.-PASCO, WA	90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.-RICHLAND WA	0	55,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.-AMERICAN FALLS ID	90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 189

19000



Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
MCCAIN FOODS		Pallet			<input type="radio"/> Yes <input checked="" type="radio"/> No
NESTLE FOOD COMPANY		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
ORE-IDA FOODS		Pallet	225,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No

Supplier FOB	Minimum	Maximum	Include
MCCAIN FOODS, LTD.-PRINCE EDWARD ISLAND	18,000,000	30,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No
MCCAIN FOODS, LTD.-PORTAGE LE PRAIRE	45,000,000	50,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No
MCCAIN FOODS, INC-OHELLO, WA	27,000,000	132,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 190

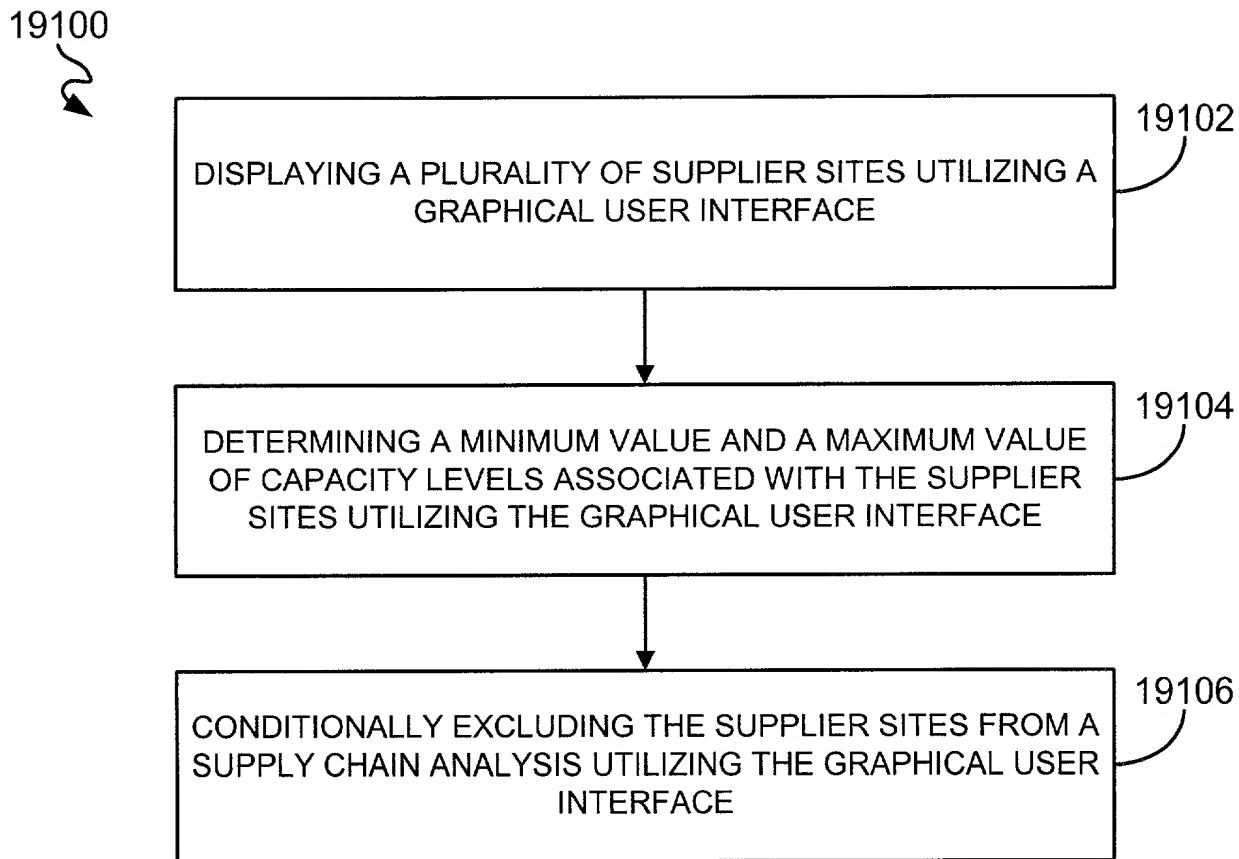


FIG. 191

19200

Supplier	#	Volume
HUDSON INDUSTRIES	0	
INTERNATIONAL DIVERSEFOODS	0	
SUPERIOR COFFEE & FOODS	0	

Supplier FOB	Item	Cont FOB	#	Volume
HUDSON INDUSTRIES-TROY AL	MAYO-BULK	8.4200	0	
HUDSON INDUSTRIES-TROY AL	SAUCE-BULK-TARTAR	9.2300	0	

FIG. 192

19300

Supplier	#	Volume
SSI FOOD SERVICES	0	
TEXAS AMERICAN FOOD SERVICE	0	
WHITEFORD FOODS	0	

Supplier FOB	Item	Cont FOB	#	Volume
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0026	0	
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0016	1	2,090,000
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0010	2	2,508,000

FIG. 193

19400

Supplier	#	Volume
VENTURA FOODS	0	
VENTURA FOODS	1	100,000

Supplier FOB	Item	Cont FOB	#	Volume
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.9400	0	
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.8400	1	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.5100	0	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.4100	1	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.1200	0	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.0200	1	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.5800	0	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.4800	1	

FIG. 194

19500

Item Description	Supplier FOB		
FRIES-COATED	CAVENDISH-PRINCE EDWARD		
FRIES-COATED	J.R. SIMPLOT COMPANY-HERMISTON		
FRIES-COATED	LAMB-WESTON, INC-PASCO, WA		
Distribution Center	Delivered	#	Volume
AMERISERVE-OMAHA, NE	0.3750	0	0
AMERISERVE-PLYMOUTH, MN	0.3850	0	0
AMERISERVE-WAUKEEHA	0.3670	0	0
FLEMING FOODS-KAPOLEI	0.4725	0	0
KING PROVISION-ATLANTA	0.3950	0	0

FIG. 195

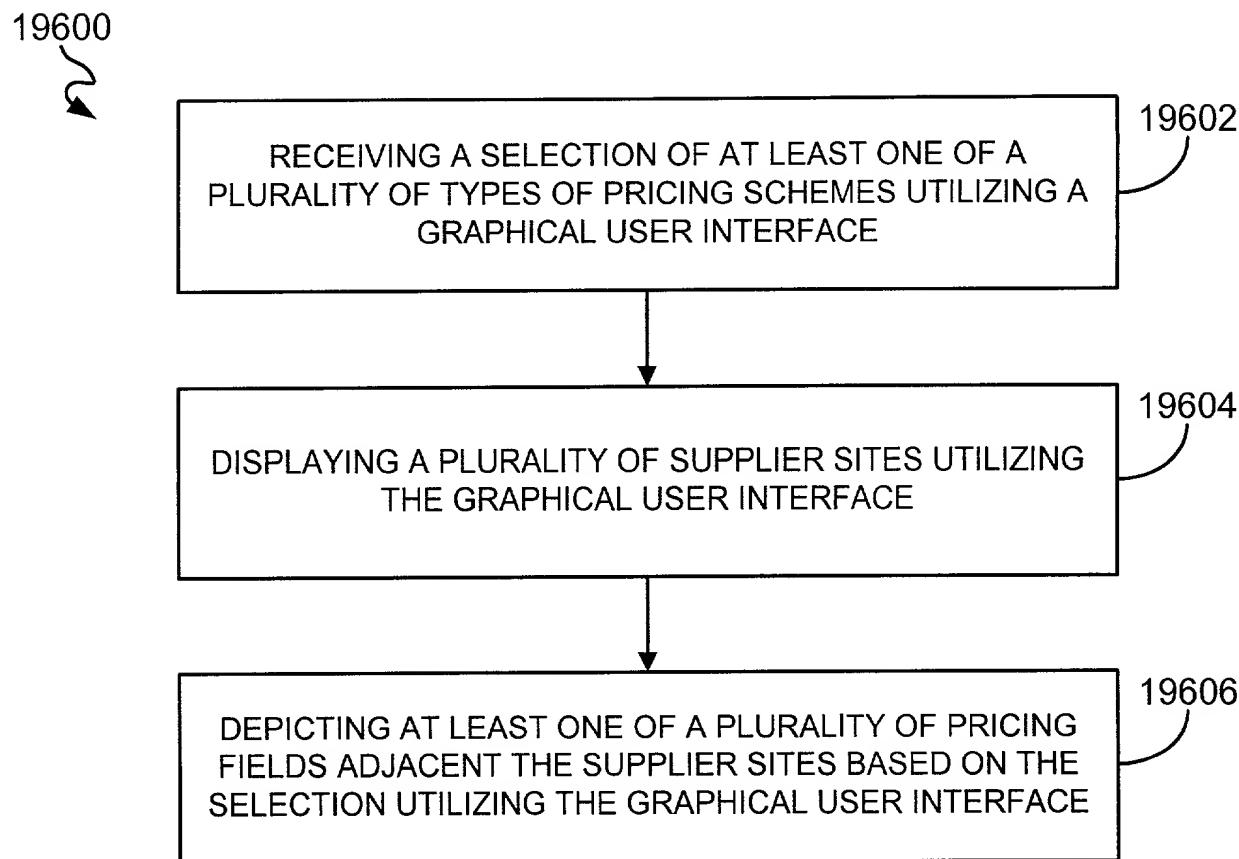


FIG. 196

19700



Total Rest. Growth Amount		Usage Period	
5.00%		09/01/97 to 08/31/98	
Distribution Center	Current Rest. Count	Restaurant Growth %	Projected Avg. Rest. Count
AMERISERVE/POST-ALBUQUERQUE	27	5.00%	28
AMERISERVE/POST-DENVER	35	5.00%	37
AMERISERVE/POST-SALT LAKE UT	2	5.00%	2
AMERISERVE-OMAHA, NE	168	5.00%	174

FIG. 197

19800



Item	Item Growth %	Usage Period				
CHICKEN-PATTY	.00					
Distribution Center	Previous Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Usage
AMER-OMAMA	44,035	168	98.49%	24.12	4.00%	49,205
AMER-PLYMOUTH	37,141	177	100.00%	18.30	5.00%	40,823
AMER-MILWAUK	38,520	186	100.00%	19.02	0.00%	42,909

FIG. 198

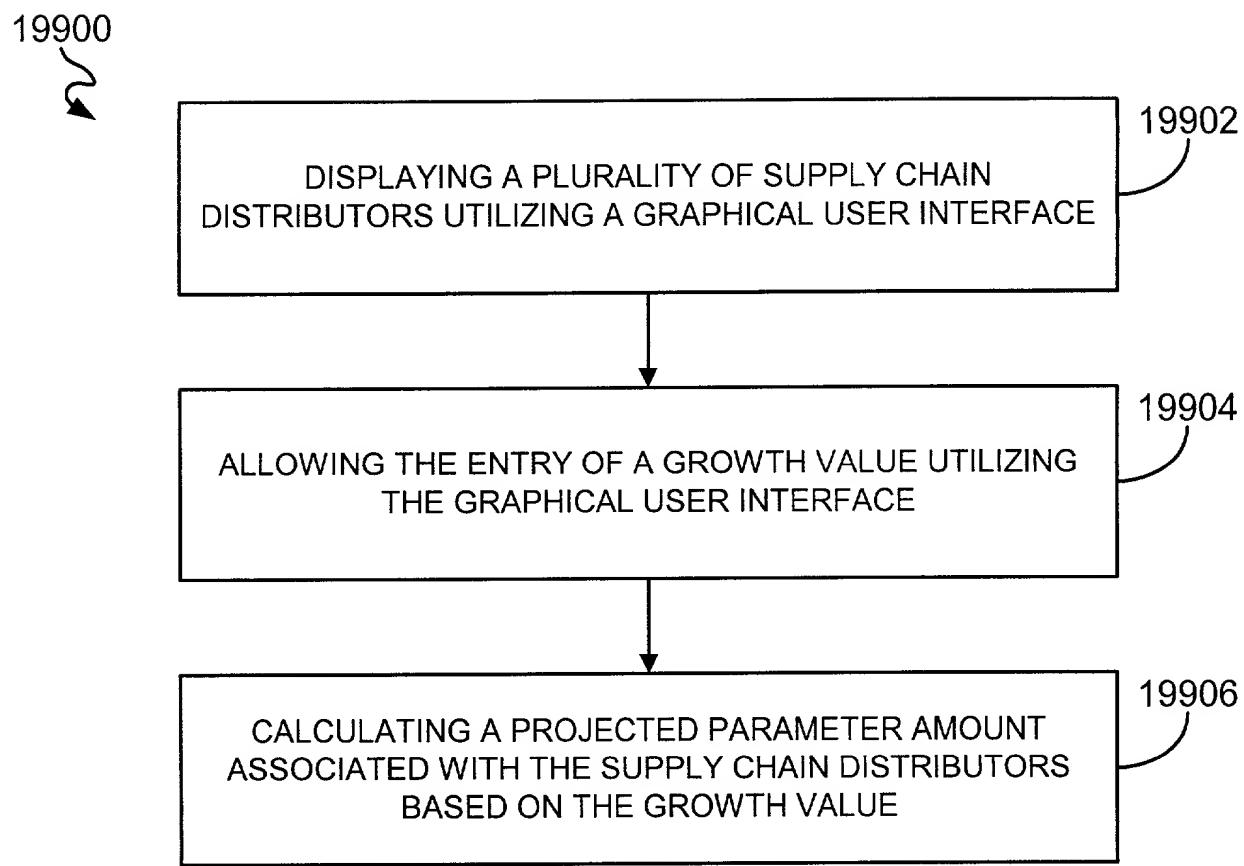


FIG. 199

20000

Supplier FOB	Address
CAVENDISH FARMS	Dieppe NB E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston OR 99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls ID 83211

Distribution Center	Lane Restriction	Honor TI Rate
AMERISERVEPOST-ALBUQUERQUE	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded	[]
AMERISERVEPOST-DENVER	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded	[]
AMERISERVEPOST-SALT LAKE UT	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded	[]
AMERISERVE OMAHA, NE	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded	[]
AMERISERVE-PLYMOUTH, MN	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded	[]

20002

FIG. 200

20100

Supplier FOB	Address
CAVENDISH FARMS	Dieppe NB E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston OR 99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls ID 83211

Distribution Center	Lane Restriction
AMERISERVEPOST-ALBUQUERQUE	<input type="radio"/> Solver <input checked="" type="radio"/> Required <input type="radio"/> Excluded
AMERISERVEPOST-DENVER	<input checked="" type="radio"/> Solver <input type="radio"/> Required <input type="radio"/> Excluded

FIG. 201

20200

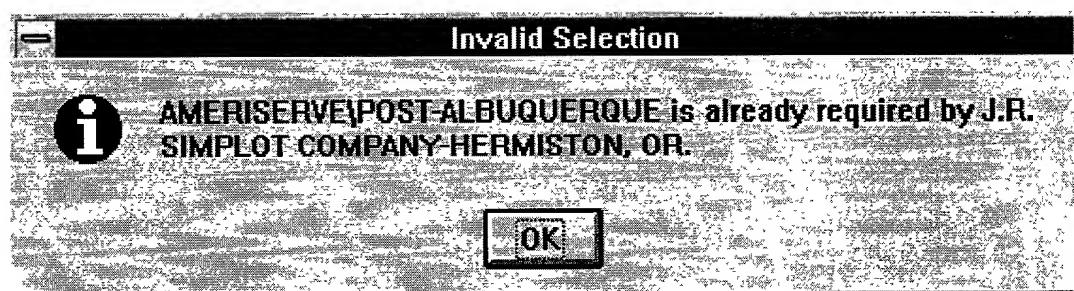


FIG. 202

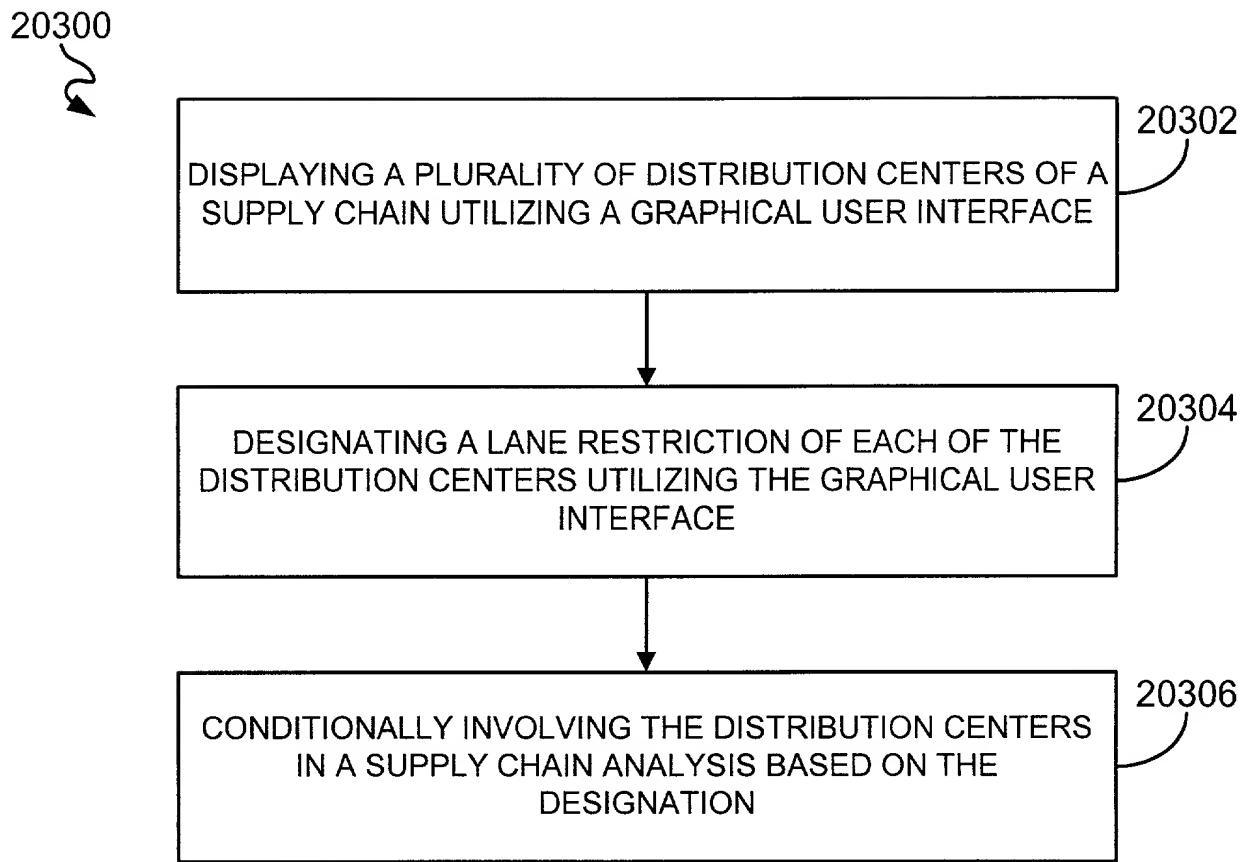


FIG. 203

20400

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211
Distribution Center	Truckload Freight	Lane Distance	
AMERISERVEPOST-ALBUQUERQUE	1,617		
AMERISERVEPOST-DENVER	1,277		
AMERISERVEPOST-SALT LAKE UT	691		

FIG. 204

20500

Supplier FOB		Address					
O.K. FOODS-FORT SMITH AR	Fort Smith	AR	72904				
TYSON FOODS-GREEN FORREST AR	Green Forest	AR	72638				
TYSON FOODS-RUSSELVILLE AR	Russelville	AR	72801				
Distribution Center	Weight Minimum	LTL LBS	0 to 1,000 LBS	1,001 to 5,000 LBS	5,001 to 10,000 LBS	10,001 to 20,000 LBS	20,000 LBS
PS-ATLANTA	15,000					1.10	
PS-BURLINGTON	15,000	400.00				1.20	

FIG. 205

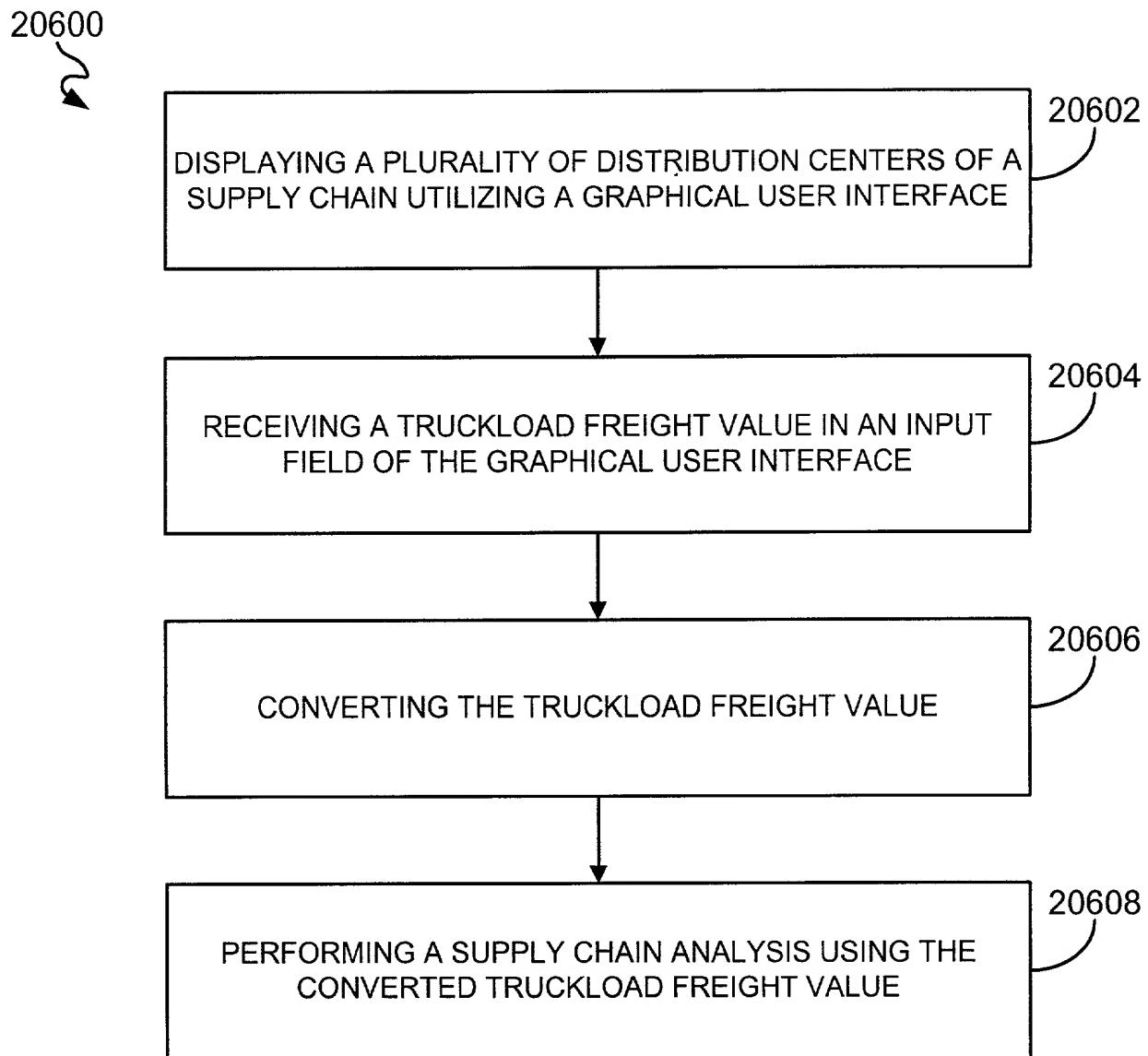


FIG. 206

20700

Analysis Region	Force FOB
MCCABE-PORTLAND/RMW-ANCHORAGE	<input type="radio"/> Yes <input checked="" type="radio"/> No
Distribution Center Name	Site Role
MCCABE QUALITY FOODS- PORTLAND	Corporate & FOB Point
RESTAURANTS NW-ANCHORAGE	Corporate & FOB Point

FIG. 207

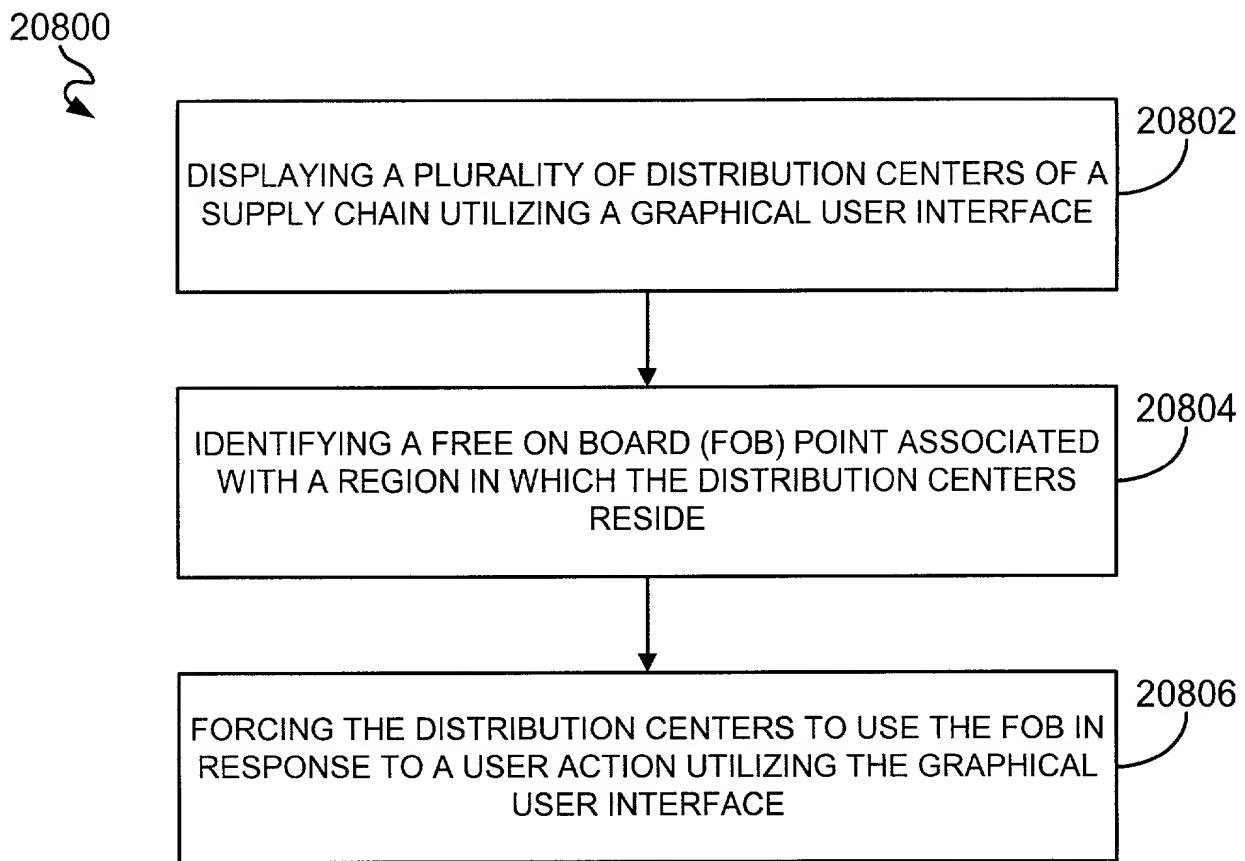


FIG. 208

20900



FIG. 209

21000

The screenshot shows a "Report Selection" dialog box. On the left, under "Report Type", "Optimal Product Routing" is selected. Under "Report Parameters", there are three dropdown menus: "Supplier" set to "(All)", "Supplier FOB" set to "(All)", and "Distribution Center" set to "(All)". On the right, under "Report Name", a list of report options is shown, with "Freight Information Provided" currently selected. Other options include "LTL Routing Grid By Lane", "Routing Results By Lane", "Routing Results By Lane, Item", "Routing Results w/ RDC Breakout By Lane", "Routing Results w/ RDC Breakout By Lane, Item", and "TL Freight Variance Analysis".

FIG. 210

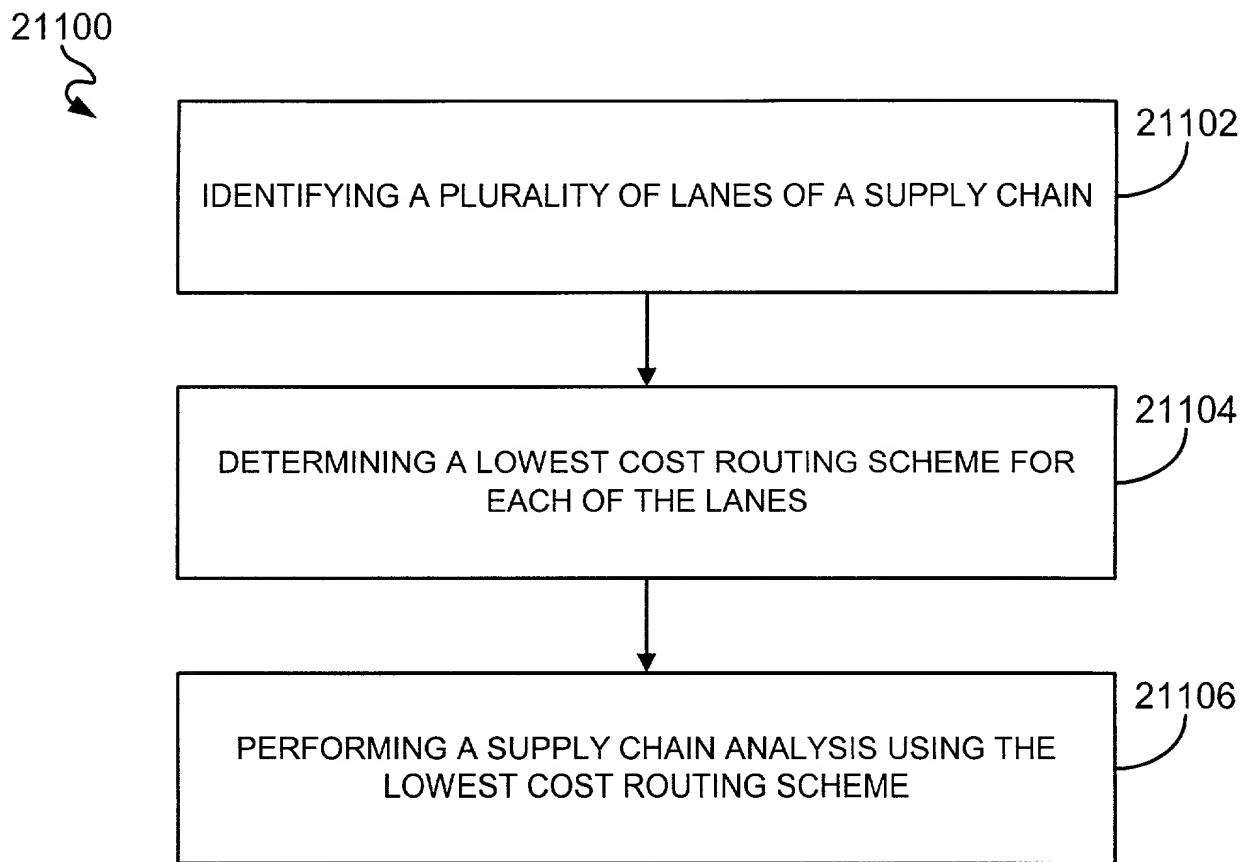


FIG. 211

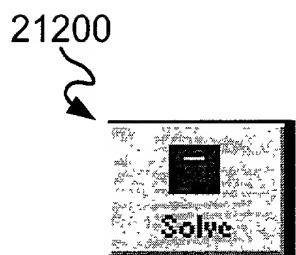


FIG. 212

21300

21302

A screenshot of a "Report Selection" dialog box. On the left, under "Report Type:", there is a list of options: "Awarded Volume" (which is selected and highlighted in black), "Awarded Volume", "Comparison Reports", "Cost Matrix Preview", "Optimal Product Routing", and "Tab Reports". To the right, under "Report Name:", there is a list of report names, each preceded by a small icon and followed by a download arrow icon: "Awarded Volume by Item - Detail", "Comparison Reports", "Cost Matrix Preview", "Optimal Product Routing", "Tab Reports", and "New Capacity & Prices".

FIG. 213

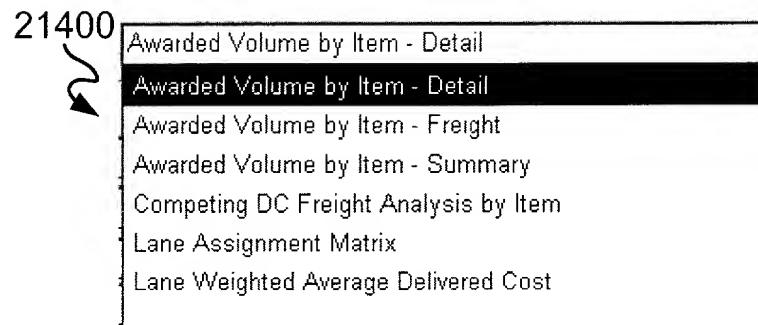


FIG. 214

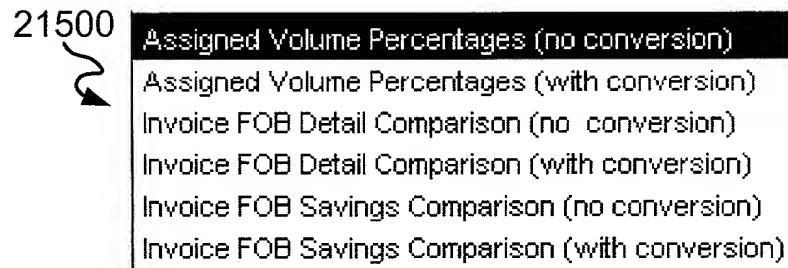


FIG. 215

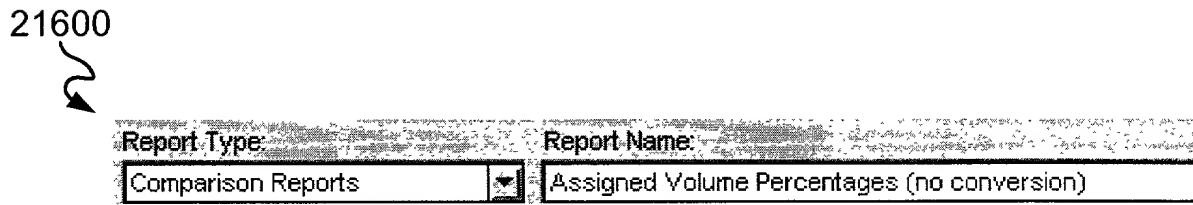


FIG. 216

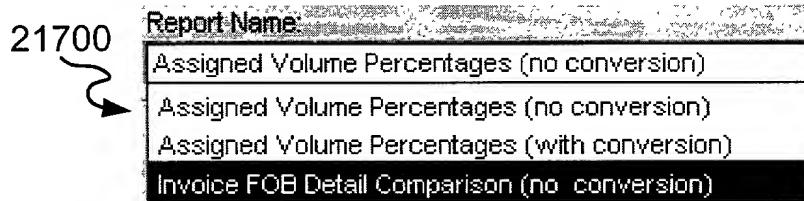


FIG. 217

21800

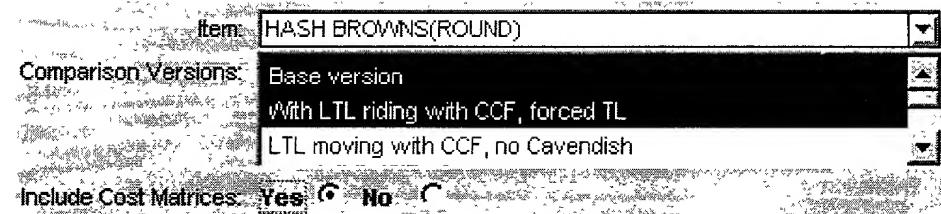


FIG. 218

21900



FIG. 219

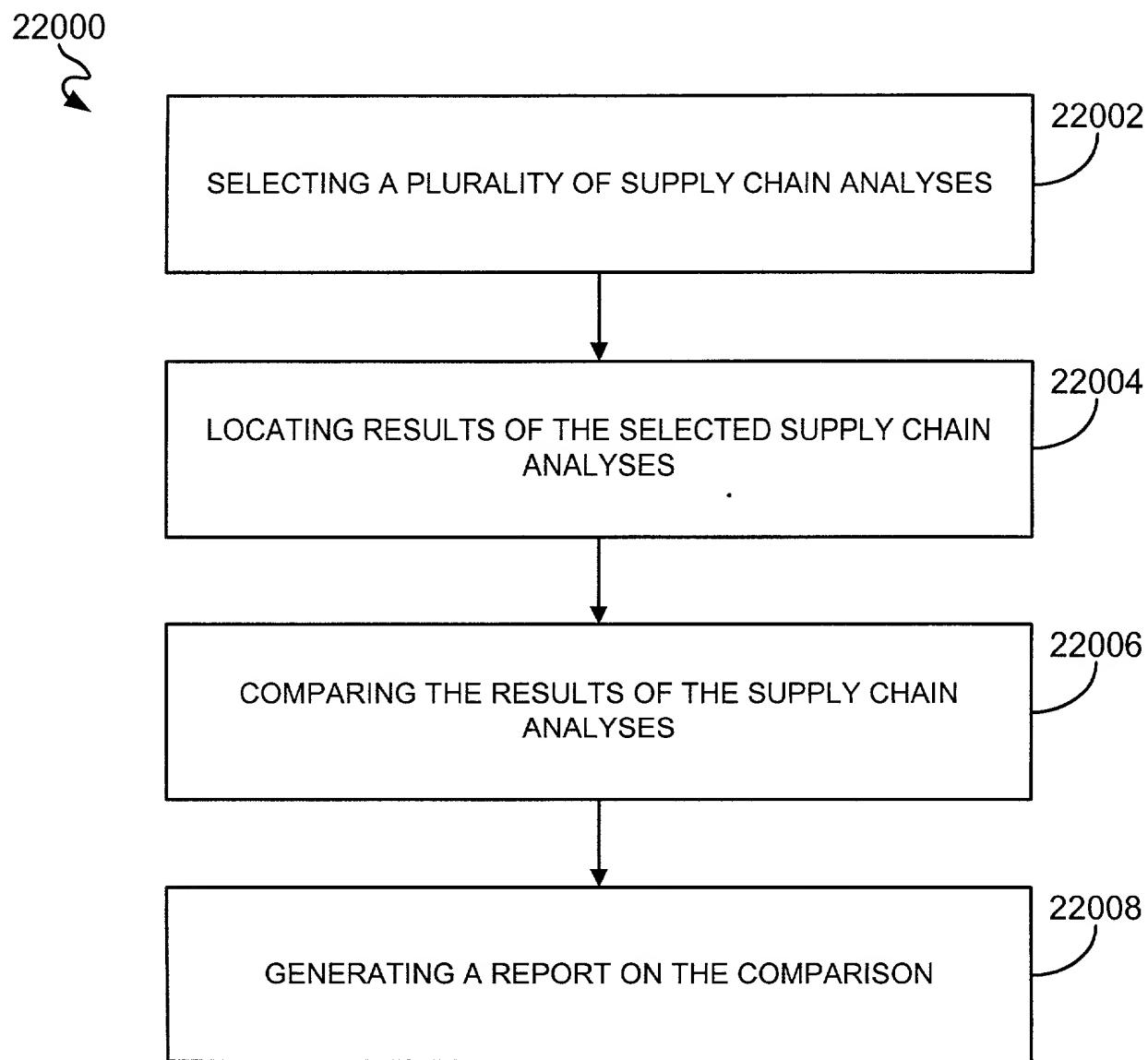


FIG. 220

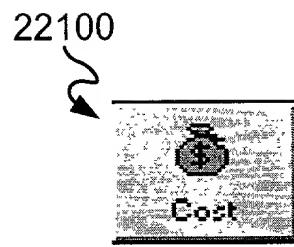


FIG. 221

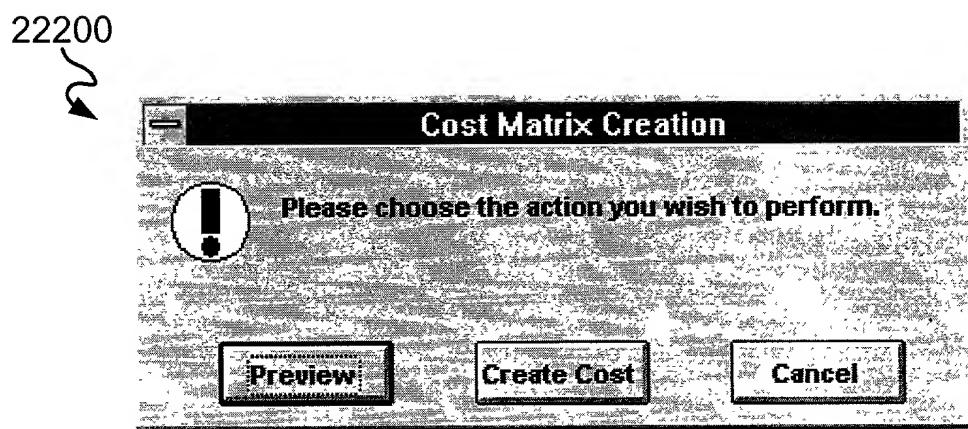


FIG. 222

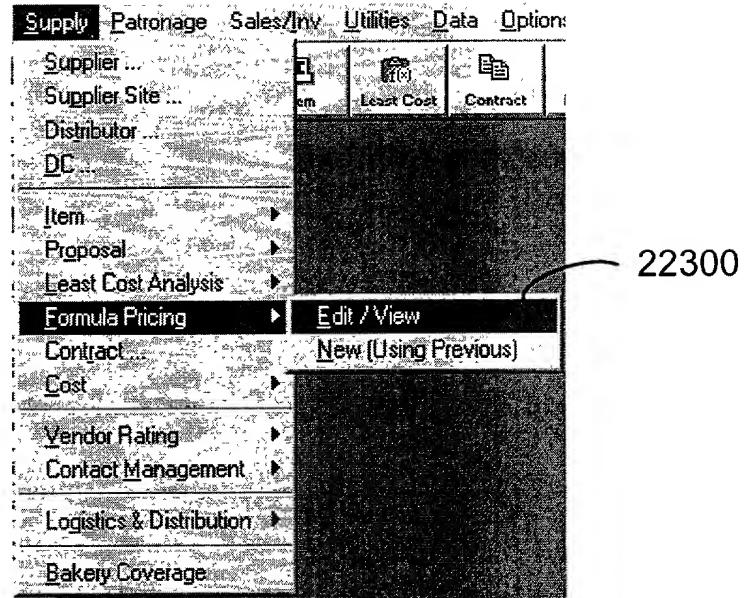


FIG. 223

22400

The screenshot shows a dialog box titled "Formula Pricing - BEEF - 77% - 04/06/98". The "Pricing" tab is active. The form contains the following fields:

- Pricing ID: 12
- Description: Beef Pricing 04/06/01
- Item: BEEF - 77%
- Raw Material Pricing Date: 04/06/01
- From: 03/23/01
- To: 04/03/01
- Cost Matrix Begin Date: 03/15/01
- End Date: 03/28/01
- FOB Adjustment Amount: 0.0000

FIG. 224

22500

Date	FRSH DOM 60%	FRSH DOM 65%	FRSH DOM 73%	FRSH DOM 75%	FRSH DOM 80%	FRSH DOM 85%	FRSH DOM 90%	FRSH DOM 98%	FRSH LEAN YY	FRSH LEAN BL	FRZH	IMP-AUS	Lean Beef
	TRIM	TRIM	TRIM	TRIM	LEAN	LEAN	LEAN	LEAN	LEAN	LEAN	DOM 98% LEAN	90% LEAN	Fine Txtr Beer
03/23/98	0.8800	0.9100	0.9052	0.9300	0.9318	0.9900	0.9900	0.9950	1.0000	0.9500	0.9500	0.7960	
03/24/98	0.8800	0.9100	0.9149	0.9400	0.9224	0.9800	1.0000	1.0500	1.1000	0.9400	0.9600	0.8400	
03/25/98	0.8800	0.9150	0.8857	0.9100	0.9224	0.9800	1.1000	1.1500	1.2000	0.9500	0.9300	0.9200	
03/26/98	0.8850	0.9155	0.8945	0.9190	0.9275	0.9855	1.2000	1.2500	1.3000	0.9600	0.9500	1.0000	
03/27/98	0.8900	0.9200	0.9344	0.9600	0.9275	0.9855	1.0000	1.0500	1.1000	0.9550	0.9800	0.8400	
03/30/98	0.8800	0.9300	0.9441	0.9700	0.9318	0.9900	0.9995	0.9998	1.0000	0.9870	0.9650	0.7998	
03/31/98	0.8860	0.9160	0.9539	0.9800	0.9412	1.0000	1.1000	1.1260	1.1500	0.9550	0.9870	0.9000	
04/01/98	0.8700	0.9200	0.9393	0.9650	0.9224	0.9800	1.2000	1.2300	1.2600	0.9630	0.9630	0.9840	
04/02/98	0.8500	0.9400	0.9490	0.9750	0.9318	0.9900	1.0000	1.0250	1.0500	0.9540	0.9870	0.8200	
04/03/98	0.8515	0.9700	0.9539	0.9800	0.9412	1.0000	1.1000	1.0750	1.0500	0.9580	0.9870	0.8600	
	0.8753	0.9247	0.9275	0.9529	0.9300	0.9881	1.0690	1.0950	1.1210	0.9572	0.9659	0.8760	

FIG. 225

22600

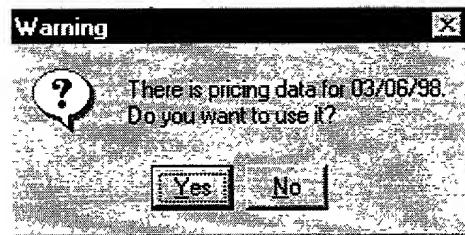


FIG. 226

22700

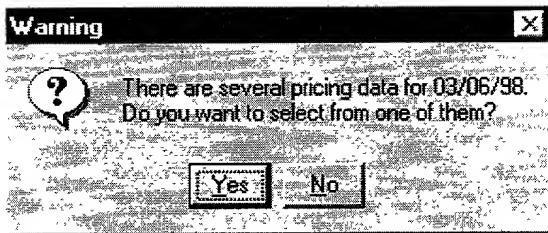


FIG. 227

22800

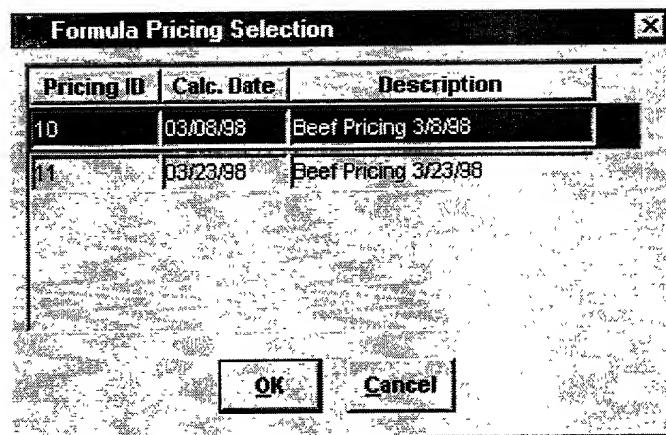


FIG. 228

22900

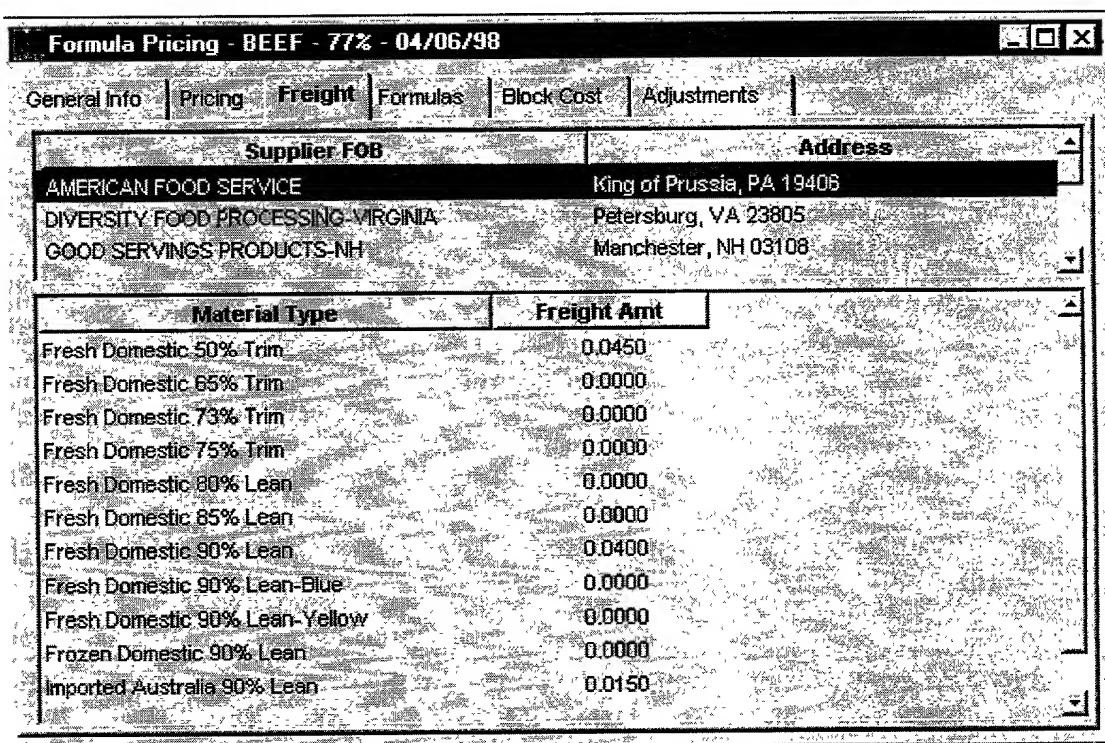


FIG. 229

23000

Formula Pricing - BEEF - 77% - 04/06/98

General Info		Pricing		Freight		Formulas		Block Cost		Adjustments			
Formula		Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	LFTB	Total
AFS-1		0.3120	0.2971							0.1880	0.2134	0.4000	0.3924
DIV-1		0.1400	0.1295	0.2000	0.1949	0.1400	0.1368			0.2000	0.2190	0.3200	0.3139
GS-1		0.3270	0.3042							0.1730	0.1972	0.3600	0.3549
S&C-1		0.2414	0.2200			0.2179	0.2026	0.2179	0.2153	0.2179	0.2386	0.1050	0.0956
SER-1		0.3250	0.2926							0.1750	0.1951	0.3850	0.3571
TEX-1		0.3030	0.2768							0.3410	0.3802	0.2500	0.2452
WHL-1		0.3250	0.2956							0.1750	0.1969	0.3650	0.3608
WIS-1		0.3325	0.2977							0.4675	0.5165	0.1000	0.0986
												0.1000	0.0890
													1.0018

FIG. 230

23100

Formula Pricing - BEEF - 77% - 04/06/98

General Info		Pricing		Freight		Formulas		Block Cost		Adjustments			
Formula		Raw Material Cost	Yield	Block Cost	Margin	FOB Price	Include?						
AFS-1		0.9840	0.99	\$0.9990	0.1232	\$1.1222	<input checked="" type="checkbox"/>						
DIV-1		0.9941	0.98	\$1.0123	0.1669	\$1.1792	<input checked="" type="checkbox"/>						
GS-1		0.9866	0.98	\$1.0037	0.1267	\$1.1324	<input checked="" type="checkbox"/>						
S&C-1		0.9721	1.00	\$0.9721	0.1457	\$1.1178	<input checked="" type="checkbox"/>						
SER-1		0.9684	0.99	\$0.9831	0.1325	\$1.1156	<input checked="" type="checkbox"/>						
TEX-1		0.9916	0.99	\$1.0067	0.1232	\$1.1299	<input checked="" type="checkbox"/>						
WHL-1		0.9765	0.98	\$0.9839	0.1275	\$1.1214	<input checked="" type="checkbox"/>						
WIS-1		1.0018	0.98	\$1.0202	0.1334	\$1.1536	<input checked="" type="checkbox"/>						

FIG. 231

23200

Formula Pricing - BEEF - 77% - 04/06/98

General Info	Pricing	Freight	Formulas	Block Cost	Adjustments	
Formula	Raw Cost	Yield	FOB Price	Margin	Adjustments	Adj. FOB Price
AES-1	0.9840	0.9850	0.9990	0.1232	0.0000	1.1222
DIV-1	0.9941	0.9820	1.0123	0.1669	0.1500	1.3292
GS-1	0.9866	0.9830	1.0037	0.1287	0.0000	1.1324
S&C-1	0.9721	1.0000	0.9721	0.1457	0.0000	1.1178
SER-1	0.9684	0.9850	0.9831	0.1325	0.0000	1.1156
TEX-1	0.9916	0.9850	1.0067	0.1232	0.0000	1.1299

Amount Adjustment Desc

0.1500 Upcharge

FIG. 232

23200
23300
23302
23400

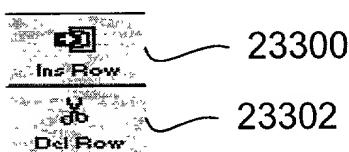


FIG. 233

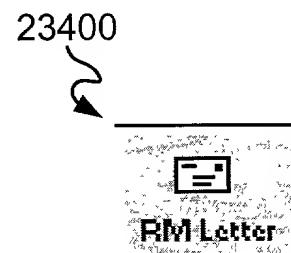


FIG. 234

23500

Formula Maintenance			
Formula ID	Facility	Description	Short Name
5	AMERICAN FOOD SERVICE	American Food Service Formula A	AFS-1
7	DIVERSITY FOOD PROCESSING - VIRGINIA	DIV Formula - 1b	DIV-1
8	GOOD SERVINGS PRODUCTS - NH	Good Servings Formula 1	GS-1

Number of Rows: 14

Material Type	Begin Date	Percentage
Fresh Domestic 50% Trim	10/03/1997	31.2000%
Fresh Domestic 73% Trim	10/01/1996	20.0000%
Fresh Domestic 85% Lean	10/01/1997	5.0000%
Fresh Domestic 90% Lean	10/01/1997	18.8000%

Number of Rows: 6

FIG. 235

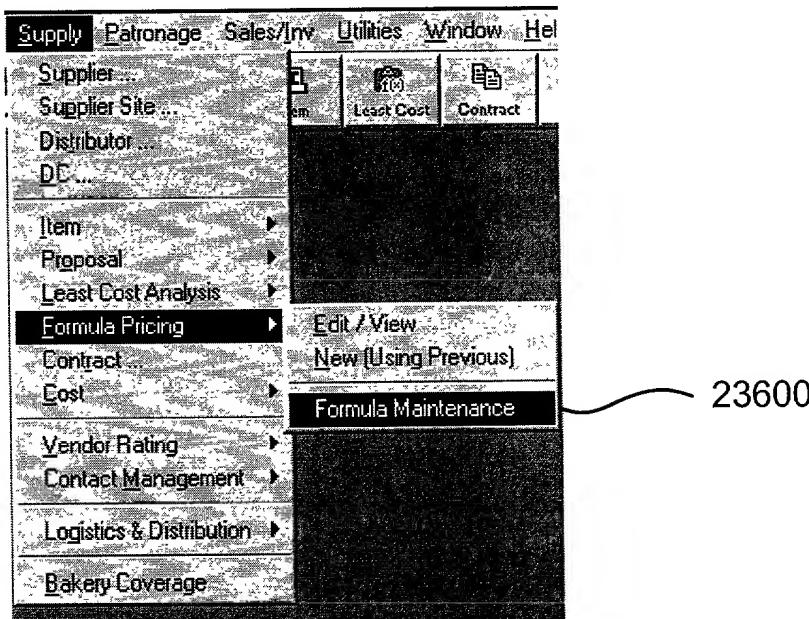


FIG. 236